FINANCIAL TIMES
PUBLISHED IN LONDON AND FRANKFURT
No. 28,085
Tuesday February 5 1980
***20p

CONTINENTAL SELLING PRICES: AUSTRIA Sch 15; BELGIUM Fr 25; DENMARK Kr 4.25; FRANCE Fr 4; GERMANY DM 2.0; ITALY L 700; NETHERLANDS Fl 2.0; NORWAY Kr. 4.25; PORTUGAL [illegible]; SPAIN [illegible]; SWEDEN Kr [illegible]; SWITZERLAND Fr 2.0; EIRE 20p; MALTA 20c

NEWS SUMMARY

GENERAL

Thatcher's pledge to Olympic athletes

The Government will not use "oppressive methods" to stop British athletes going to Moscow for the Olympic Games, Mrs. Thatcher told a delegation from the Central Council for Physical Recreation yesterday.

It would not withdraw passports or refuse visas to competitors but would adopt what the Prime Minister described as a "step by step approach" in a bid to get the Games transferred. Council members, however, said they thought the idea was impractical. Parliament, Page 10

Embassy burned

Angry crowds attacked and burned down the French embassy in Tripoli but staff escaped unhurt. French Foreign Ministry protested strongly to the Libyan Government. Page 3

Sakharov warned

Dissident Soviet physicist Andre Sakharov, banished last month to Gorky, said he has been threatened with further moves against him if he continues issuing statements for publication abroad. Page 3

Carter ahead

National support for President Carter's foreign policies has intensified, according to two major U.S. public opinion polls. He is now favourite to win re-election for a second term. Page 6

Lebanese talks

Lebanese leaders held urgent talks on the impact of a planned withdrawal of Syrian peace-keeping forces from Beirut which could pose a serious threat to security. Page 4

Apartheid 'stays'

South Africa's new opposition leader Frederik van Zyl Slabbert claimed the Government is unwilling and unable systematically to dismantle apartheid and racial discrimination.

Reformer dies

Baroness Summerskill, a vigorous advocate of social reforms throughout a parliamentary career that spanned more than 40 years, died yesterday. She was 78. Obituary, Page 10

Phone taps

Customs and Excise can apply to the Home Secretary for a warrant to tap a suspect's phone when investigating major fraud cases, the Prime Minister told the Commons. Parliament, Page 10

Yorkshire crash

Pilot of a light aircraft was injured when he crash landed on the busy A658 Bradford to Harrogate road, Yorkshire. Police immediately sealed off the area as hundreds of gallons of aviation fuel spilled, causing a fire hazard.

Sentence cut

AA patrolman David Owen, 25, jailed for life last May for the rape and robbery of a girl driver whose car had broken down, had his sentence cut to seven years by the Court of Appeal.

Briefly . . .

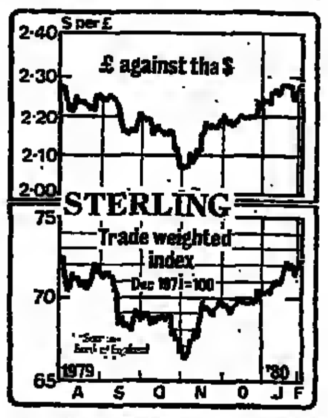
Death toll in the New Mexico State Prison riot was 35, all inmates.

Prices Minister Sally Oppenheim was at her husband's bedside in a London hospital following his severe brain haemorrhage on Saturday.

BUSINESS

Sterling firm; Equities off 2.1

- **STERLING** closed at $2.2855, a rise of 1.15 cents. Its trade weighted index was 72.3 (72.0).



DOLLAR lost ground to close at DM 1.7415 (DM 1.7435). Its index was unchanged at 85.2.

- **GOLD** fell in London to close $10.5 down at $667.
- **GILTS** weakened further, the Government Securities index closing 0.64 down at 65.81.
- **EQUITIES** closed 2.1 down at 445.7, leading shares holding up well despite the bleak industrial background.
- **WALL STREET** was down 2.47 at 879.01 just before the close.
- **STOCK** Exchange turnover in January was £21.6bn, near the record £22.4bn of September, 1977. Page 29
- **PAUL VOLCKER**, chairman of the U.S. Federal Reserve Board, warned that the number of banks threatening to leave the Fed system was nearing "flood proportions." Back Page
- **BRITAIN** faces stiff opposition from other EEC countries to its demand for curbs on cheap U.S. synthetic fibres. Page 3
- **PAKISTAN** is seeking $1bn (£444.8m) in economic aid from the West and the Moslem world. Page 4
- **INTERNATIONAL** Synthetic Rubber is to reopen a styrene-butadiene plant—closed three weeks ago as a protest against raw material prices—after a new agreement with Esso Chemical. Back Page
- **BRITISH** Overseas Trade Board efforts to make shop floor workers more aware of the value of exports have met with little success. Page 6
- **BASF**, the West German chemicals concern, has acquired Fritzsche, Dodge and Olcott, a New York company specialising in scents and flavour additives. Page 25

LABOUR

- **TRIDENT** Television told employees that they should resign immediately if they joined a group applying for the Trident franchises. Page 10

COMPANIES

- **LONRHO** announced pre-tax profits for the year to September down by £9.64m to £84m. Page 22 and Lex, Back Page
- **ALLIED** Chemical, the seventh largest U.S. chemical company, more than doubled fourth-quarter earnings to $67.4m (£29.5m) from $29.6m (£12.9m). Page 25
- **COMMERCIAL** Banking of Sydney, increased earnings by 44 per cent from $A11.5m (£5.63m) to $A16.5m (£8.08m) in the half-year to December. Page 27
- **VIBROPLANT**, the North Yorkshire plant hire company, reports first-half pre-tax profits up from £1.6m to £2.1m. Page 24

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES:		
Bilton (Percy)	233	+ 8
Dunbee-Combex-Marx	23	+ 3½
Jermyn Invs.	68	+ 8
Matthews (Bernard)	305	+ 15
May and Hassell	80	+ 8
Mills and Allen	270	+ 10
Needlers	42	+ 4
Newmark (Louis)	260	+ 10
Rohan Group	75	+ 12
Sothebys	505	+ 12
LASMO	438	+ 25
Siebens (UK)	678	+ 22
Cons. Gold Australia	365	+ 15
East Daggafontein	81	+ 19
Gold Ms. Kalgoorlie	225	+ 15
Otter Exploration	93	+ 5
Pacific Copper	158	+ 14
Thiess Holdings	415	+ 15

FALLS:		
Exchequer 3pc 1984	£68¾	− ¾
Treasury 15¼pc '98	£110	− 1
Bowring (C. T.)	138	− 4
British Cargo Air.	35	− 21
Burton Group	104	− 4
Clive Discount	72	− 6
Comet Radio	90	− 4
Coral Leisure	67	− 5
Hambros	323	− 15
Hillards	151	− 9
House of Fraser	128	− 7
Ladbroke	154	− 5
Lucas Inds.	250	− 5
M. K. Electric	177	− 6
Midland Bank	370	− 6
Wedgwood	65	− 3
Malakoff	96	− 8
Bougainville	187	− 9
Central Pacific Mins.	£20	− 1
Oakbridge	212	− 23
RTZ	398	− 10
Western Mining	229	− 9

Wiggins Teape in joint project for newsprint mill

BY WILLIAM HALL AND RAY PERMAN

Wiggins Teape and Consolidated-Bathurst are preparing detailed plans for a £100m newsprint mill at Fort William in Scotland. The project marks a major reversal of the declining trend in UK newsprint production.

It is a significant development for European producers, which are being urged to replace old-fashioned sulphite pulp mills with modern integrated newsprint capacity to compete with the North American producers.

Wiggins Teape, part of BAT Industries, and Consolidated-Bathurst, one of Canada's leading paper producers, announced yesterday that they had agreed to complete the final stage of their studies with the aim of forming a joint venture to produce newsprint at Fort William.

If the final studies are successful construction of the mill will start in July, with completion fixed for early 1983.

The news is a welcome reprieve for the 450 workers at the threatened Fort William pulp mill. Wiggins Teape started producing chemical pulp at Fort William in 1966, but has been losing money heavily in recent years.

The pulp mill was due for closure unless an alternative process could be developed.

A firm of consultants, Jaakko Poyry, recommended last year that the best way to maintain employment at the pulp mill would be to set up a newsprint plant.

Both the big UK producers, Reed and Bowater, were approached by Wiggins Teape, but both felt that the project was not economically viable.

Mr. Bill Turner, president of Consolidated-Bathurst, said that after nearly a year of investigatory work his company was convinced that a newsprint venture at Fort William would be internationally competitive.

"There are still a lot of details to be worked out before we can say definitely that it will go ahead. All I can say now is that we are hopeful."

Among the details still to be tied up are costs of energy and timber, and the scale of Government assistance. It is intended that Consolidated - Bathurst should be the majority partner.

The newsprint will be produced by a single machine at an annual rate of 156,000 tons. This is considerably larger than existing UK newsprint machines.

The resultant economies of scale are one of the main reasons why the project should be feasible, according to Mr. Patrick Best, chairman of the Wiggins Teape Group.

Mr. Best added that the new mill would have an advantage over other UK newsprint mills in being able to produce its output solely from home-grown timber.

Much of its output would be aimed at the lightweight end of the market used by web-offset printers. Consolidated-Bathurst estimates that UK mills at present can produce only 17 per cent of the 230,000 tons a year used by web-offset processes.

The new mechanised pulp mill and newsprint plant would employ between 300 and 400 people, compared with 450 at present employed at the chemical mill. Mr. Alex Fletcher, the Scottish Industry Minister, welcomed the announcement yesterday and said that he was ready to discuss the extent and nature of Government assistance.

Fort William has recently been given the status of a development area, but the proportion of building costs normally paid by Government is to be reduced from 20 to 15 per cent from August 1.

This is understood to be one reason why Wiggins Teape and Consolidated-Bathurst are in a hurry to start construction.

News Analysis, Page 9

BNOC undecided on size of new price increase

BY RAY DAFTER, ENERGY EDITOR

BRITISH National Oil Corporation has told its customers that North Sea prices will be raised from the beginning of this month. And yesterday Indonesia announced a $2 a barrel increase in its oil.

Pertamina, Indonesia's state corporation, has set the price of its benchmark Minas Sumatran light crude at $29.50 a barrel, between the levels fixed by the leading pricing moderate Saudi Arabia ($26.00 for its reference crude) and one of the leading hawks, Iran ($31 a barrel).

BNOC, the UK state oil corporation, has still to decide the new level of North Sea prices, which normally relate to the cost of crude oil from Nigeria, Algeria and Libya. Following a spate of pricing revisions this weekend high-grade African oil is being sold at record levels, up to $37.21 a barrel in the case of Algeria (including a $3 a barrel refundable exploration surcharge) and $34.21 for top grade Nigerian crude. Libya, which is already charging up to $34.72, may impose a further increase.

This leaves UK oil under-priced at $29.75 a barrel for Forties-type reference crude. But both the Government and BNOC are in a quandary about both the size of any increase, and the manner in which it should be implemented.

Mr. David Howell, Energy Secretary, has insisted that Britain should follow the pricing trend, with North Sea producers acting as a moderating force. But under state participation agreements, BNOC is committed to buy and sell oil at the market rate.

It is understood three options have been considered:

- BNOC could leave the price at $29.75 and wait for a customer — probably an independent oil company — to protest. This would lead to an independent expert being called in to fix North Sea price levels.
- It could go ahead and settle for an increase of, say, $4 a barrel, keeping North Sea prices in line with those of Nigeria.
- It could nominate a lower increase — say $2 a barrel — and impose a further adjustable surcharge. In this way prices could be adjusted in step with international trends.

It is felt in the industry that exporters will find it difficult to sustain some of the very high prices now being charged. It is pointed out that the increases run counter to the trend in the spot market, where rates have fallen from $39-$40 a barrel just before Christmas to nearer $30-$33 a barrel.

Dr. Ulf Lantzke, director of the International Energy Agency, said yesterday the international oil market was unlikely to bear the latest price increases.

Oil consultant hits at North Sea chaos, Page 8

Hadfields to withhold PAYE

BY OUR INDUSTRIAL AND LABOUR STAFF

A LEADING private steel company decided yesterday to take action in protest against secondary strike action.

Mr. Derek Norton, managing director of Hadfields of Sheffield, one of the companies hardest hit by the steelworkers' moves against the private sector of the industry, will withhold £2m-a-month due to the Government from the company in income tax, national insurance contributions, and value added tax.

"All these payments will be stopped" Mr. Derek Norton said of the unanimous decision of himself and his nine fellow directors: "It just so happens that the sum equates to the loss which we consider we shall suffer while the strike continues."

The Department of Inland Revenue said last night: "People have a statutory obligation to pay. And we have a statutory obligation to collect. Anyone who is not in a position to pay will no doubt be discussing it with his collector of taxes.

"PAYE which is deducted from employees' wages does not belong to the company that collects it."

Mr. Norton said last night the company realised that ultimately it would have to pay the money owed to the Government. "But our number one problem at the moment is cash flow."

With the steel strike nearing the end of its fifth week exploratory talks between leaders of the Iron and Steel Trades Confederation and the British Steel Corporation may resume today.

So far the talks, promoted by Mr. Len Murray, TUC general secretary, have not suggested that the two sides are getting much nearer the point when negotiations can resume.

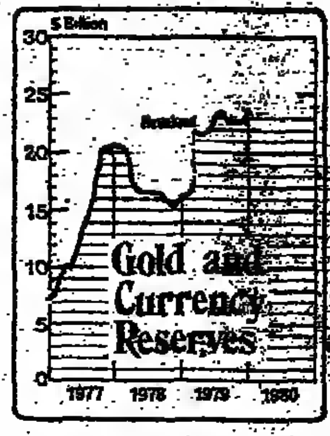
The decision of the ISTC executive to reimpose the sympathetic strike in the private sector immediately after it was

Continued on Back Page

Joseph avoids steel pledge. Page 10
Tougher picketing curbs urged. Back Page

CONTENTS

For latest Share Index phone 01-246 8026



Reserves rise to $23.71bn

BY DAVID MARSH

BRITAIN'S gold and foreign currency reserves rose to their highest-ever level last month as a result of further sizeable inflows into sterling and a revaluation of part of the UK official gold holdings.

The reserves rose $987m at the end of January to $23.71bn. After allowing for changes in the gold valuation, transactions with the International Monetary Fund and overseas debt payments, the underlying increase was $509m, indicating almost continuous Bank of England intervention to smooth the rise of the pound.

The reserves have shown an underlying rise of about $1bn in the past two months, reflecting substantial upward pressure on the pound from rising North Sea oil prices.

While refraining from intervening to hold a specific exchange rate for the pound, the Bank of England tries to cream off excess demand in the market to prevent excessive fluctuations in the exchange rate.

The reserves were boosted by $341m during the month through an increased allocation of European Currency Units. This resulted from the quarterly revaluation of gold reserves made by the European Monetary Cooperation Fund.

Under EEC arrangements for partial pooling of reserves, 20 per cent of member countries' gold and foreign exchange reserves are deposited at the fund in exchange for European Currency Units. The gold valuation is changed every three months on the basis of the average price in the previous six months.

The reserves also profited from a distribution of $392m of Special Drawing Rights issued by the International Monetary Fund, and a valuation increase of $80m stemming from the fund's restitution of part of Britain's original gold subscription.

Accruals of public-sector borrowing under the exchange cover scheme amounted to $40m.

Editorial Comment, Page 20
Money Markets, Page 26

GEC gives terms of Decca bid

BY CHRISTINE MOIR

GEC, THE country's largest electrical group, has laid out the terms of a £82.5m counter bid for Decca, against the earlier bid from Racal.

Yesterday morning GEC offered to buy the voting shares of the troubled high technology electronics, television and music business for 500p in cash and the "A" shares for 400p.

The offer values Decca at £82.5m. In contrast, the earlier all-share offer from Racal Electronics is worth only £64.6m. Racal's shares fell 6p in the market yesterday after a 18p drop on Friday's. GEC's price rose 1p to 350p.

As an alternative to straight cash, GEC is also offering shareholders the option to accept convertible unsecured GEC loan stock, though the terms of that will not be known until the formal offer document is published.

The loan stock offer has been devised to attract shareholders with capital gains tax problems, and institutional holders who want to maintain their presence in the electricals sector rather than accept cash which they would then need to reinvest.

Decca's board, which had unanimously recommended Racal's bid before GEC announced its counter bid, will meet to discuss the new offer tomorrow.

Mr. Nigel Graham Maw, who took over as chairman of Decca on the death of Sir Edward Lewis last week, said yesterday that there was a significant differential between the two prices. However, he pointed out: "GEC's statement says nothing about the future integrity of Decca, particularly as far as staff and employees are concerned. We will be asking them for assurances. The employee point will be a very important one."

Racal refused to comment on GEC's offer and said that the board had no intentions of meeting in the next day or so.

Racal owns 6 per cent of Decca in its own name and has "irrevocable acceptances from shareholders owning a further 17.2 per cent. Still uncommitted is the 8 per cent holding registered in the name of Dr. J. Dimenstein, a Decca director, and the 30 per cent or so held by UK institutions.

Yesterday the fund managers, who traditionally do not accept until the last possible day, were weighing up the comparative industrial advantages.

The main points at issue were whether GEC's technology meshed better with Decca than Racal's and whether Racal had enough management to restore Decca's fortunes.

In its statement, GEC drew attention to the long association of its subsidiary Marconi Space and Defence Systems with Decca in the fields of electronic "counter-measures."

Features, Page 20
Lex, Back Page

Broackes may head body to develop dockland

BY ROBIN PAULEY

MR. NIGEL BROACKES, chairman of Trafalgar House, is expected to be named in the Commons today as chairman of the proposed urban development corporation for London's derelict docklands.

Mr. Michael Heseltine, Environment Secretary, will use the second reading of his Local Government, Planning and Land Bill as an opportunity to tell the House of his choice.

The Bill establishing the corporation to take over the redevelopment of 5,000 acres of dockland provides for the corporation to have a chairman, vice-chairman and up to 11 members. At the same time Mr. Heseltine is expected to announce the name of the chairman of a second dockland development corporation for Merseyside.

If Mr. Broackes is nominated as chairman of the London corporation today, one of his first tasks will be to persuade leaders of the five Labour-controlled dockland boroughs to co-operate with him. He is certain to ask one or two, at least, to join the corporation, the most likely being Mr. John O'Grady of Southwark, and Mr. Paul Beasley, of Tower Hamlets.

Bringing new life to dockland. Page 8

£ in New York

	Feb. 1	Previous
Spot	$2.2740-2755	$2.2710-2725
1 mth	0.75-0.70 dis	0.78-0.73 dis
3 mths	1.85-1.80 dis	1.85-1.80 dis
12 mths	4.20-4.05 dis	4.10-3.95 dis

Worsening of East-West relations hastens talks on Berlin

BY LESLIE COLITT IN BERLIN

EAST AND West Germany, fully aware of the worsening relations between the superpowers, are anxious to conclude wide-ranging agreements in the next few months that will improve West Berlin's physical links with West Germany and bring East Germany hundreds of millions of badly needed Deutsche Marks in the process.

Negotiations are taking place in East Berlin despite last week's postponement of the planned meeting between Chancellor Helmut Schmidt, of West Germany, and East Germany's President and Communist leader, Herr Erich Honecker.

At the moment, both countries are supported by Moscow and Washington in the efforts to continue their working relationship. But there is a sense of urgency to their talks as there is fear that contacts between Bonn and East Berlin could be frozen if the conflict between the United States and the Soviet Union deepens.

Herr Guenter Gaus, who heads West Germany's permanent mission in East Berlin, is in the midst of negotiating on a package of prosaic sounding improvements that will contribute towards, if not cordial relations between East and West Germany, then at least what are called "good neighbourly" ties.

These include renewing the obsolete East German railway lines that link West Berlin with West Germany, widening and dredging East German canals leading into West Berlin to permit larger barges to serve the city, connecting the East German city of Eisenach with the West German town of Bad Hersfeld by an autobahn, and reducing the salinity of the Werra river flowing into West Germany by curbing the heavy deposits of potash from East German factories.

Railway service between West Berlin and West Germany is still far slower than it was in 1939 because of the poor state of East Germany's track. Laying new track and electrifying the lines would not only improve West Berlin's freight and passenger service but also East Germany's, as the railway lines from West Berlin to the five railway crossing points into West Germany also serve major East German cities.

However, before the two sides can sign on the dotted line, West Germany is expected to contribute several hundred million Deutsche Marks to the railway modernisation scheme.

A precedent has already been established as Bonn is contributing DM 1.4bn (£360m) towards the nearly completed modernisation of the Berlin to Helmstedt autobahn and the construction of a new autobahn between West Berlin and Hamburg. In addition, West Germany pays an annual DM 525m to East Germany for Western traffic using the transit autobahns to West Berlin and an annual payment of DM 50m in lieu of individual road toll fees for West Germans visiting East Germany by car.

Herr Gaus is optimistic that agreement can be reached with East Germany by the end of May, as is Herr Dietrich Stobbe, West Berlin's Governing Mayor. There may be an element of whistling in the dark here, but both men believe East Germany has a stronger interest than the West German side in finalising the accords. The East German economy is going through a difficult period as planners attempt to reconcile spiralling costs of energy and raw materials with an industry that continues to export products of low added value.

Herr Honecker himself spoke only recently of the dangers to relations between East and West Germany, "which are developing so promisingly," from "exportation" of the cold war to Europe by the U.S. This was only a few days before he cancelled his planned meeting with Chancellor Schmidt.

East Germany requires enormous amounts of hard currency from West Germany to pay for the oil it is being forced to buy from OPEC countries. Moscow has said it cannot supply East Germany with additional oil beyond the 19m tons it is delivering annually until 1985.

However, West Germany stands to lose much if East-West relations continue to deteriorate and East and West Germany are sucked deeper into the conflict. Last year, 8m trips were made by West Germans and West Berliners to relatives and friends in East Berlin and East Germany. In 1970 only a small number of West Germans were able to visit the East. Some 50,000 telephone calls are put through daily between Germans East and West; in 1970 a telephone service did not even exist between the two halves of Berlin.

Four thousand East Germans are reunited each year with their families in West Germany although far more East Germans have applied to leave. Under the Four-Power Berlin agreement nearly 19m trips were made last year with a minimum of controls by West Germans, West Berliners and foreigners, across the East German land routes between West Berlin and West Germany. In 1970, the relatively few Westerners who used the East German autobahn and train were frequently held up for hours in arbitrary searches by East German border guards.

As for Berlin, the ultimate beneficiary and trip wire of detente, it has taken years for West Berlin to adjust from its front line position in the Cold War to become as normal a city as possible, although amputated and surrounded by a wall.

Soviet officials have hinted strongly that all this could change and Western allied officials here believe this is part of the pressure being put on West Germany to think twice before giving further support to the United States.

Herr Stobbe: hoping for agreement

Greeks react angrily to austerity package

BY OUR ATHENS CORRESPONDENT

A SERIOUS wave of strikes has greeted the Greek Government's attempts to impose an economic austerity programme. For the past three weeks 35,000 bank employees have been out in protest at wage rates and working conditions. The strike has caused grave problems for business but is only part of a general problem.

Groups of workers to strike in recent weeks include those at bakeries, at the Public Power Corporation (DEH), at the telecommunications organisation (OTE), at the state broadcasting corporation, and the at the State Railways Organisation (OSE). Their strikes range from repeated one-day stoppages to the three months which electrical technical staff on the railways have been out. A strike by petrol-lorry drivers has also been causing difficulties.

The 600,000 employees of agricultural co-operatives have started a six-day stoppage and lawyers plan to stay away from the courts for three days.

The lawyers are protesting about the way the courts are administered — a complaint which many feel is long overdue given the pandemonium and long sittings which usually characterise proceedings.

Many of the other strikes also raise the question of working conditions, while a one-day lock out was declared by shopkeepers at the Government's attempts to limit profit margins and curtail imports of goods they wished to sell. But common to almost all the strikes are wage damands.

Last year consumer prices rose by 24.5 per cent which has led to widespread dissatisfaction with government attempts to keep wage settlements around the level of 15 per cent.

Mr. Constantine Laskaris, the Minister of Labour, has claimed that much of the labour unrest is instigated by the opposition parties, each of which is supported by formal groups within the labour movement.

He suggests that, as rival groups outbid each other, workers' expectations lose all contact with the reality of the situation, and says that the Government would prefer a strong unified union movement free of party allegiances.

The Government's own interference in the development of an independent union movement has long been criticised by West European unionists, as has its readiness to conscript striking workers to oblige them to return to work.

In a parliamentary debate last week the opposition roundly accused the Government of putting excessive limitations on the right to strike, or being responsible as a result for the continuing prosecutions of trade unionists, of failing to ensure safety at the work place and of not enforcing laws which would prevent children under 14 from working — as it says 66,000 now do.

Mr. Laskaris: blames the opposition

The Minister of Labour replied that wages had risen between 170 per cent and 260 per cent in the past six years, equal pay had been assured for women and the Government was planning to ratify two conventions of the International Labour Organisation. These cover the protection of workers' health and unemployment insurance.

Four questions in UK budget wrangle

BY JOHN WYLES IN BRUSSELS

"HOW MUCH? For how long? By what mechanism? For what purpose?" is how one senior European Commission official defines the four questions which need to be answered satisfactorily if there is to be a final settlement of Britain's budget wrangle with its EEC partners.

Faced with an anticipated net contribution to the EEC budget this year of around £1.2bn, Mrs. Margaret Thatcher's Government is insisting that the answers must be found in the next few weeks. During the past couple of days, Britain's eight EEC partners have begun studying Commission proposals which suggest both a mechanism and a purpose for increased Community spending in Britain but which leave the questions of how much money and for how long to be answered by member governments largely without benefit of its advice.

Nevertheless, the British like the document. "We are on our way with this paper," commented one Foreign Office official, despite the fact that it does not endorse the UK's favoured solution of a "receipt mechanism" which would guarantee fixed sums for as long as the budget problem lasted.

Indeed, the fact that it gibes as closely as it does with British government thinking could be made much of when other members, notably France, offer their initial critical reactions. These will be evident first on Thursday at the weekly meeting of the Committee of Permanent Representatives and will be developed further by Community Finance Ministers next week.

These discussions will mark the start of weeks of hard bargaining, which the Commission and the British hope will provide the basis of an agreement to be endorsed and fleshed out at the heads of government summit here on March 31.

Some progress

The Commission will try to prepare as much of the ground as possible through bilateral meetings between Mr. Roy Jenkins, the Commission president, and member governments. No one, however, expects a sudden transformation in the glutinous going which bogged down the last Community summit for most of its two days in Dublin last November. But the arguments for and against doing something about reducing Britain's exceptionally large contribution are by now well rehearsed, and both the UK and the Commission can point to some progress already made towards a solution.

If there is a final solution next month, the Dublin summit may be seen as less of a disaster for Mrs. Thatcher than it seemed at the time—largely because of the enormous expectations she had created.

Dublin did secure two gains for the British which the Commission hopes can be built upon in the forthcoming negotiations. First, all of the other member states, except France, seem ready to amend the so-called financial mechanism so that Britain's payments into the EEC's "own resources" can be reduced by £350m a year. Secondly, the heads of government signed a communique which charged the Commission with producing proposals for boosting Community spending within Britain "which will contribute to greater economic convergence"—that is, close the yawning prosperity gap between Britain and some of her wealthier partners.

As a result, the Commission has produced a package, in parts vaguely worded and apparently deliberately obscure, which again endorses the principle that aiding Britain would be entirely in line with the Community's goal of greater convergence and finds the authority to do so in Article 235 of the Treaty of Rome.

In essence, this says that if the Treaty does not provide the necessary powers for action to attain one of the Community's objectives, then member governments can take the necessary measures, providing they act unanimously and after consulting the European Parliament.

After concluding that an attempt to push up the UK's receipts from the existing regional and social funds "would have a seriously distorting effect on policies of major importance to the Community as a whole," the Commission argues that a new EEC regulation governing spending in the UK is "a preferable option." But the spending would have to be within a coherent framework and in line with existing and new Community policies, says the Commission.

Specific problems

It should be based on specific programmes and include a component related to specific regions or problem areas. Among other things these could include "programmes for regions of Community-wide interest such as Northern Ireland," or for those suffering from special industrial problems or remoteness.

The Commission suggests that they could also cover transport projects to link the UK more closely with its partners and also projects to remove urban decay.

In summarising the technical components of the new regulation (among others, definition of regions to be assisted and procedures for agreeing the proposals with the Commission), the document makes its only reference to the possible life of the programme by saying that there should be an agreed review procedure "well before the expiry of the measures."

Clearly, to the extent that Britain's financial burden is eventually lightened, others will have to pay more into the EEC budget. Anticipating problems with Italy and Ireland, the two members poorer than Britain, the Commission reminds member states of programmes in the pipeline for increased spending in poor rural areas (which should be read as Southern Italy, parts of Southern France and the West of Ireland) and also suggests that interest rebates already paid to Italy and Ireland to compensate for membership of the European monetary system might be increased.

Mrs. Thatcher has made little secret of her desire to have as much EEC money as she can get hold of so as to help reduce the public sector borrowing requirement. In other words, she wants Britain's EEC partners to help fund government spending programmes.

FINANCIAL TIMES, published daily except Sundays and holidays. U.S. subscription rates $365.00 per annum. Second Class postage paid at New York, N.Y., and at additional mailing centres.

هكذا من الاصل

U.S. 'wants to tie down Soviet troops in East'

BY DAVID SATTER IN MOSCOW

THE SOVIET Communist party newspaper Pravda said yesterday that Mr. Harold Brown, the U.S. Defence Secretary, had confirmed that the U.S. is determined to use China to tie down as many Soviet troops as possible on the Soviet Union's eastern frontier.

In a comment on Mr. Brown's televised remarks on U.S.—Chinese co-operation Pravda said he had admitted that the U.S. was determined to use the Peking leaders "as an instrument" in its 'global hegemonistic policy."

Mr. Brown told correspondents after a week's visit to China last month that although the U.S. and China were not forming a military alliance, they were discussing future military co-operation and shared similar views in a number of areas. "We intend to take parallel actions," he said at the time.

There has been very little previous comment in the Soviet press on the announcement by the Carter Administration that the U.S. is now ready to sell military equipment to China, thereby raising the spectre of U.S.-Chinese military co-operation which Soviet detente policy was designed to avoid.

The Soviets have warned repeatedly, however, that playing the "China card" would have the gravest consequences for U.S.-Soviet relations and those with access to official thinking have cited the historic Russian fear of China as a potentially irrational element in Soviet decision making on the question.

According to one Soviet official, Moscow has been disappointed by a total inability to improve relations with China following the death of Mao and attributes this to China's need to maintain an external enemy to distract attention from grave internal problems.

The Soviets became convinced that there would be no improvement in China's internal situation and therefore no improvement in the Soviet Union's relations with China and this was a factor in the Soviet decision to invade Afghanistan, although not the decisive one, according to the official.

Meanwhile, Pravda said in an editorial that it believed detente was likely to remain the dominant tendency in international relations and called on the countries of western Europe to defy calls by the U.S. for action against the Soviet Union.

Sakharov's life threatened

BY OUR MOSCOW CORRESPONDENT

DR. ANDREI SAKHAROV, the exiled Nobel Peace Prizewinner, said yesterday that his life has been threatened. He has also been warned that the place and conditions of his exile will be changed and action will be taken against his wife if he issues any further statements for publication abroad.

Defying this threat, Dr. Sakharov's wife, Yelena Bonner, yesterday read out a message from her husband at their Moscow flat expressing solidarity with Lev Kopelev, a dissident literary critic who was attacked on Sunday in the Soviet Press.

Miss Bonner told Western correspondents that her husband was summoned to the office of the State Prosecutor in Gorky, his place of exile, and told that he was violating the terms of his exile by making statements such as the one last week in which he denounced the action taken against him and said he was ready to stand trial in an open court.

In his statement yesterday, Dr. Sakharov said he refused to submit to the regime imposed on him by the KGB, "understanding the consequences that this may bring to me and my wife.

"All talk about humanity in the authorities' treatment of me which is put about to pacify the West is a lie," he said.

Dr. Sakharov was exiled to Gorky, a city closed to foreigners, on January 22 after being stripped of his state honours. Under the terms of his exile, imposed by administrative decree, he is forbidden all contact with foreigners.

Miss Bonner told correspondents that he was harassed constantly

Kampuchea leader gets big welcome in Moscow

By Our Moscow Correspondent

THE PRESIDENT of the Vietnamese-backed government of Kampuchea, Heng Samrin, arrived in Moscow yesterday to a high level official welcome and almost immediately went for talks with Mr. Leonid Brezhnev, the Soviet President.

He flew into Moscow from Tbilisi in Soviet Georgia after a brief stop-over and there was speculation that he has come to sign a friendship treaty with the Soviet Union in a bid to shore up his Government's international standing.

The Heng Samrin regime is recognised by few countries outside the Soviet bloc. To emphasise the respect the Soviet Union accords it, however, Heng Samrin was met at Moscow airport by four politburo members: Mr. Brezhnev, Mr. Nikolai Tikhonov, the Acting Prime Minister, Mr. Dmitri Ustinov, the Defence Minister, and Mr. Andrei Gromyko, the Foreign Minister.

He was driven into the city with Mr. Brezhnev, accompanied by a motor cycle escort, and his picture and biography appeared on the front pages of all the Central Soviet newspapers.

The Soviet Union has provided Kampuchea with considerable aid and it is assumed that Heng Samrin is anxious to receive more.

The basic question which hangs over the meeting, however, is whether the Soviet Union has reached an understanding with Vietnam on the desirability of Moscow signing a friendship treaty with Kampuchea.

The Soviet Press has reported widely on the 50th anniversary of the Vietnamese Communist party in recent days and observers here speculate that the Vietnamese might not want any gestures made towards ostensible Kampuchean independence at this time.

Another question is that of arms supplies but there is doubt over whether the Soviet Union will be willing to ship arms to Kampuchea directly as opposed to channelling them through Vietnam.

French embassy destroyed

By Our Paris Staff

FRANCE ISSUED a strongly-worded protest to the Libyan Government yesterday, after demonstrators burnt down the French embassy in Tripoli.

The incident brings a new dimension to the mounting friction between Libya and its neighbour Tunisia over the fighting which took place a week ago in the inland Tunisian town of Gafsa.

Angry crowds in Tripoli, repeating the attack on the U.S. embassy there late last year, set fire to the embassy building.

The French Foreign Ministry said it had protested immediately to Libya about "this unspeakable action and the inadmissible behaviour of the Libyan authorities."

The authorities, it said, had failed to protect the embassy after being asked to do so by the French ambassador. The embassy's staff escaped unhurt.

Although no reason was given for the attack, the most apparent motive was the logistical support given to Tunisia recently by France.

President Habib Bourguiba, of Tunisia, has praised the French role, which involved sending military transport aircraft to Gafsa and warships to the southern Mediterranean in the immediate aftermath of the fighting.

Libya has denied involvement in the attack by the so-called Tunisian Armed Resistance which left at least 41 dead. Tunisia says the attackers were trained in Libya. Paris Press reports quoted suggestions that Soviet and Cuban advisers were also involved in training the rebels.

Higher Danish payments gap forecast

By Hilary Barnes in Copenhagen

DENMARK's BALANCE of payments deficit may reach DKr 17 to DKr 18bn (£1.39bn-£1.47bn) this year compared with an estimated deficit of DKr 15 to DKr 16bn in 1979, according to Copenhagen Handelsbank's quarterly economic survey.

The forecast compares with Government forecasts made before Christmas that the 1980 deficit would decline to DKr 11 to DKr 12bn.

Handelsbank pointed to the external deficit, falling private consumption and investment, rising unemployment, and an increase in the cost of living in 1980 by 12 per cent on average over the 1979 level.

This made it lik[illegible] that there would be fu[illegible] ments" of the krone in relatio[illegible] EMS currencie[illegible] bank said.

Britain faces tough fight over fibres

BY GILES MERRITT IN BRUSSELS

BRITISH DEMANDS for special curbs to protect the UK market against a flood of low cost U.S. synthetic fibres will encounter tough opposition from a number of EEC governments when the Council of Ministers meets here today.

Fears that such measures could provoke a U.S.-EEC trade war have led to Britain becoming increasingly isolated on the issue. It is expected therefore, that strong pressure will be brought to bear on British Ministers to delay application for national safeguards until after talks have been held in Brussels between Mr. Reuben Askew, President Jimmy Carter's special trade representative, and the European Commission.

Britain has indicated that it plans to demand that Article 19 of GATT be used to impose special duties or quotas on U.S. polyester filament yarn entering the UK. The Commission has said that it does not rule out granting the request because of the heavy inroads made by U.S. polyesters produced from price-controlled oil and gas feedstocks.

The Commission has said that there are no grounds for Community-wide curbs, as the U.S. man-made fibres have taken only 6.9 per cent of the EEC market. But it concedes that, in Britain, the U.S. price advantage has helped boost American producers' market share from under 4 per cent in 1977 to approaching 30 per cent by the end of 1979.

Herr Wilhelm Haferkamp, the External Trade Commissioner, is due to visit South Wales and Northern Ireland on Friday to assess the damage being done to the industry, but the Brussels Commission is anxious nevertheless to avoid protective measures that might prompt U.S. retaliation.

The possibility of anti-dumping suits by U.S. steel producers that could hit up to $1.3bn (£573m) worth of EEC steel sales, is being increasingly linked to the man-made fibres dispute.

West German officials last night made it plain that the Bonn Government intends to oppose import restrictions on U.S. fibres and will instead press for further talks aimed at persuading Washington to lift the legal restrictions that prevent the cheaper U.S. naphtha feedstocks being sold outside the U.S.

France is understood to object to specific British curbs on the grounds that the U.S. fibres might instead swamp the French market.

The British Government has emphasised the need for urgent action and may well seek today to set in motion the process under which the Commission invokes Article 19 of GATT for the first time ever.

Bretons still opposing nuclear plans

By Terry Dodsworth in Paris

FRENCH anti-nuclear power demonstrators at Plogoff, near Finistere in Brittany, are continuing their fight against plans to build a nuclear power station on a local coastal site.

At the same time, electors in the Chinon district of the Loire region voted 242 to 200 in favour of the plan to add two 900-MW units to one of France's first nuclear power stations.

The Plogoff campaign is being orchestrated by local district officials, who appear to have wide support in the local communes.

Town halls have been occupied, making it difficult for the central authorities to hold the public enquiry which has now been put in train.

At a time of rapid development in France's nuclear programme, the Plogoff plans have attracted backing from several protest movements.

These helped to swell a weekend demonstration which brought an estimated 20,000 people to the power station site.

EEC protests likely on Commission export curb

BY JOHN WYLES IN BRUSSELS

STRONG COMPLAINTS about the European Commission's moves to control agricultural exports to the Soviet Union are expected to be made by some EEC Foreign Ministers at a meeting here today.

The Irish Government, with the probable support of France, is expected to argue that the Commission has been taking essentially political decisions without consulting the Council of Ministers.

The Foreign Ministers last month endorsed strong condemnation of the Soviet invasion of Afghanistan and committed the Community to curbing its export of agricultural products to Russia at traditional levels.

But the Irish are particularly upset at the new scheme the Commission is introducing for controlling butter exports to Russia since it provides only for sales of butter out of intervention stocks. Ireland, however, produces only the fresh product and sees the move as a direct attack on its interest.

Both Ireland and France protested against this at last Thursday's meeting of permanent officials and they also criticised the statement delivered that day by Mr. Roy Jenkins, president of the Commission, that there would be no sales of butter at all to the Soviet Union in the near future. Officials later explained that this was because of the time needed to set up the new sales arrangements.

However, there is a suspicion among some EEC members that the Commission is over eager to support American trading sanctions on the agricultural front. They regard with suspicion moves currently under way to alter the sales arrangements for surplus beef production so that exports of this product to the Soviet Union can be controlled.

Other points in the general discussion on Afghanistan today are expected to include the question of export credits. Following consultations at official level there are signs that member Governments may agree to abide by the so called OECD consensus on minimum credit arrangements to the Soviet Union.

Spanish steel workers on 24-hour strike

By Robert Graham in Madrid

WORKERS IN the three Spanish integrated steel companies—the state-controlled privately owned Altos Hornos de Mediterraneo, and the privately-owned Altos Hornos de Vizcaya—yesterday went on a 24-hour strike in protest at pay offers.

The Ensida strike is due to last eight more days, and also concerns the more complex problems of reorganisation.

The three companies are offering 4 per cent wage increases for this year. They are also trying to persuade the unions to accept a two-year framework for a wages agreement and limit 1981 rises to 7 per cent. One large private special steel company has already agreed with its workforce a 4 per cent increase for this year and 1981.

All three state companies are, however, financially troubled, the worst affected being Ensidesa, whose 1979 losses are believed to be over $100m (£44m).

Norway urged to tighten fiscal policy

By David White in Paris

NORWAY has been urged to tighten fiscal policy, reduce government support for industry, and concentrate on repaying foreign debt, in a report published today by the secretariat of the Organisation for Economic Co-operation and Development (OECD).

The report emphasises the need for improved competitiveness if Norway is to maintain high levels of business activity and employment.

The gross domestic product is expected to grow by 3.75 per cent this year, compared with 3 per cent last year. Excluding oil and shipping, the organisation's forecast shows a slowdown from 2 per cent to 1.75 per cent. Consumer price inflation is forecast at between 6 and 7 per cent, compared with 4.75 per cent last year.

Exports are expected to increase at a slightly faster rate of 4.5 per cent in volume, compared with 3.9 per cent last year. Total imports are also likely to accelerate slightly, growing at 1.5 per cent, compared with 1.25 per cent in 1979.

This should leave a $3.1bn (£1.4bn) trade surplus, compared with $400m in 1979, according to the organisation's forecast.

The current account of Norway's balance of payments should move from a $1bn deficit to a $1.2bn surplus.

Industrial investment appears likely to increase sharply this year, after an improvement in export industries' profits.

But the organisation says better profitability and competitiveness is necessary to encourage fixed investments and maintain a viable balance of payments.

The government sector's financial position is criticised as "still not satisfactory from an economic point of view."

COMPANY NOTICES

JOHANNESBURG CONSOLIDATED INVESTMENT COMPANY, LIMITED

(Incorporated in the Republic of South Africa)

NOTICE TO HOLDERS OF SHARE WARRANTS TO BEARER
DIVIDEND NO. 108

Pursuant to the notice published on 19th December, 1979, members are informed that the rate of exchange at which payments of the above dividend are to be despatched by the United Kingdom Paying Agents on 15th February, 1980, is 1 Rand of 100 cents equals 53.7071p United Kingdom currency. The gross dividend payable by the United Kingdom Paying Agents is therefore equivalent to 53.7071p per share.

Holders of Share Warrants to Bearer are informed that payment of dividend No. 108 will be made on or after 18th February, 1980, upon surrender of Coupon No. 108 at the London Bearer Reception Office, 40 Holborn Viaduct, London EC1P 1AJ.

	Amount Payable per share (U.K. currency) p
Equivalent in United Kingdom currency of dividend declared ..	53.7071
Less: South African Non-Resident Shareholders' Tax of 14.33%	7.6962
AMOUNT PAYABLE WHERE A U.K. INLAND REVENUE DECLARATION IS LODGED WITH COUPONS	46.0109
Less: United Kingdom Income Tax @ 15.67% on the gross dividend (see Notes 1 and 2 below)	8.4159
AMOUNT PAYABLE WHERE COUPONS ARE LODGED WITHOUT UNITED KINGDOM INLAND REVENUE DECLARATIONS ..	37.5950

COUPONS must be listed in duplicate on forms obtainable from the London Bearer Reception Office and deposited for examination on any week-day (Saturday excepted) at least seven clear days before payment is required.

BARNATO BROTHERS LIMITED
London Secretaries.
D. W. J. PHILLIPS
Secretary.

99 Bishopsgate,
LONDON EC2M 3XE.
4th February, 1980.

NOTES: (1) The gross amount of the dividend for use for United Kingdom Income and Surtax purposes is 53.7071p per share.

(2) Under the Double Taxation Agreement between the United Kingdom and the Republic of South Africa, South African Non-Resident Shareholders' Tax applicable to the dividend is allowable as a credit against the United Kingdom tax payable in respect of the dividend. The deduction of tax at the reduced rate of 15.67%, instead of at the standard rate of 30% represents an allowance of credit at the rate of 14.33% in respect of South African Non-Resident Shareholders' Tax.

US$25,000,000 ARAB INTERNATIONAL BANK
FLOATING RATE NOTES DUE 1983

For the six months from 1st February 1980 to 1st August 1980 the notes will carry an interest rate of 15 5/16% per annum. The interest payable on the relevant interest payment date, 1st August 1980, against coupon no. 4 will be US$76.15 per US$1,000 notes.

Fiscal Agent
UNION DE BANQUES ARABES ET FRANCAISES — U.B.A.F.

4 Rue Ancelle
92521 Neuilly-sur-Seine, France

KINGDOM OF NORWAY
U.S.$30,000,000 5½% 20-Year
External Loan of 1965

Bondholders of the above Loan are advised that the redemption due 1st April, 1980, i.e. US$2,168,000 Nominal has been effected by purchase. The outstanding balance after this redemption is US$12,763,000 Nominal.

HAMBROS BANK LIMITED
5th February, 1980.

TRAVEL

GENEVA, Basle, Zurich and Berne, widest choice of cheap flights from 4 U.K. airports. Brochure FALCON. 01-351 2191.

PERSONAL

PRIVATE SALE—Entire contents of flat. Owner emigrating 01-340 1990.

PUBLIC NOTICES

CANNOCK CHASE BONDS

14½%
(for a limited period)

4-7 Years
Minimum £1,000

Investments will not be accepted unless accompanied by an Application Form obtainable from: The Treasurer (FT), Cannock Chase District Council, Balfour House, High Green, Cannock, Staffs. Tel: Cannock 2621. Extn. 245.

READY-MIXED CONCRETE
MONOPOLY INVESTIGATION

The Director General of Fair Trading has asked the Monopolies and Mergers Commission to investigate the supply by manufacturers of ready-mixed concrete in the United Kingdom.

What competition is there in this market, in price and in other ways? Are the financial rewards to the manufacturers reasonable? Does the market operate in the best interests of the public? These are the issues which the Commission will be [illegible].

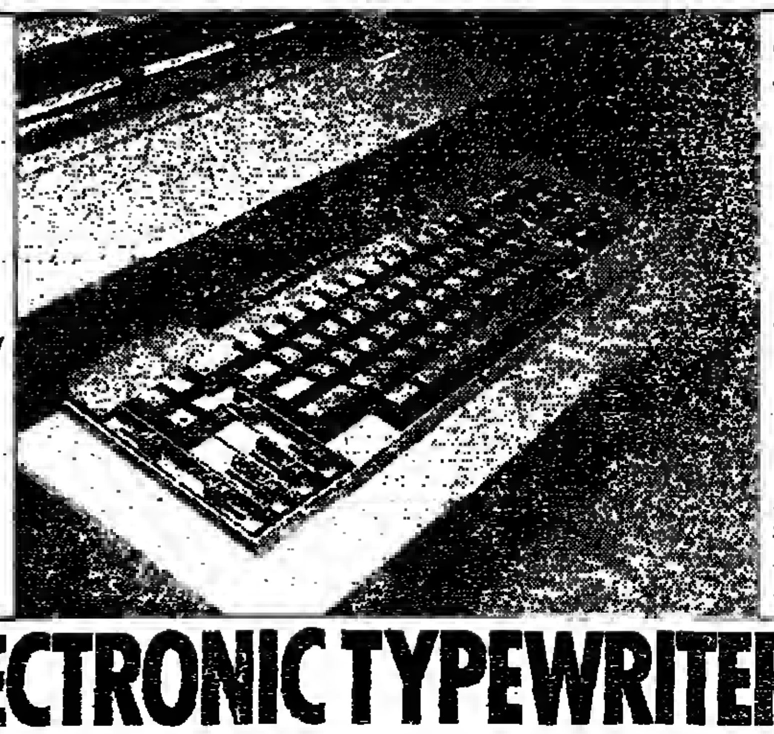
Local authorities, other major users of ready-mixed concrete and anyone else who has information or views likely to help the Commission are invited to write to:

THE [illegible]
[illegible] MERGERS
[illegible]

BON APPETIT ON THE OPAL COAST

For a free copy of this invaluable booklet on restaurants within 35 miles of Boulogne together with our OPEN ROAD brochure on motoring holidays across the channel, phone or write to:—

TIME OFF, 2a Chester Close,
London SW1X 7BQ. 01-235 8070



Lebanon bid to keep Syrians

BY ANTHONY McDERMOTT

TWO SENIOR Lebanese politicians, Dr. Selim Hoss, the Prime Minister, and Mr. Sulieman Franjieh, a former President, held talks in Damascus yesterday with Mr. Hafez Assad, the Syrian President, to persuade him at least to delay his abrupt decision to redeploy Syrian troops of the peace-keeping force in Lebanon. Their departure would create a serious power vacuum in Beirut and its suburbs.

Dr. Hoss was reported to be asking Mr. Assad to delay the redeployment until the fledgling Lebanese Army could take over.

Dr. Hoss's visit to the Syrian capital was decided on at an emergency meeting with President Elias Sarkis of Lebanon after learning that the Syrian Government had served notice that Syrian troops in the Beirut area would be pulled out within 36 hours. Syria has some 24,000 troops in Lebanon, in what was once an Arab League peace-keeping force. However, the other Arab contingents withdrew some time ago, leaving only Syrian forces and units of the Damascus-based Palestine Liberation Army (under Syrian command) in the "deterrent force."

One quarter of the Syrian force—about 6,000 men—are posted in Beirut and its suburbs. The Syrian Government apparently wants to pull these forces back to join other Syrian contingents in the Bekaa Valley, in eastern Lebanon and closer to Syria.

The crucial point is that an important part of the Beirut-based troops were stationed on the 5 km "Green Line" dividing the Moslem and Christian sectors of the capital. Mr. Fraujieh is a chief representative of the Christians. The Syrians sent troops into Lebanon in the middle of 1976 to intervene in fighting between these two factions. The Palestinians have been supporting the Moslem left wing factions. But it has been a debilitating experience for several reasons.

First, it has been a severe drain on the morale and efficiency of the armed forces. Second, it has been extremely costly, perhaps as much as $1m a day. Third, it has always contained the risk that Syrian forces might be drawn into a direct conflict with Israel. Indeed, on two occasions several Syrian fighters have been shot down.

Syria's decision to withdraw its troops also reflects its sense of isolation in the Arab world as one of the few Islamic countries to have endorsed the Soviet invasion of Afghanistan. It reflects, too, its inability to muster an alternative and co-ordinated policy to oppose the Egypt-Israel negotiations stemming from the Camp David agreements, and a realisation of its vulnerability to a serious clash with Israel.

Ihsan Hijazi adds from Beirut: A delegation from the left-wing Moslem alliance, known as the "National Movement," was also in Damascus. The movement comprises 13 factions and militias which may take over positions in the predominantly Moslem West Beirut which the Syrians will give up.

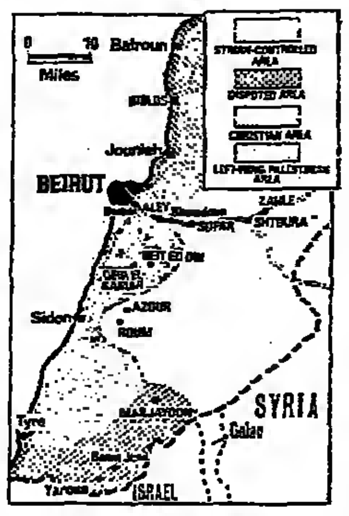
The movement and Palestinian guerrillas were in control of Lebanon's predominantly Moslem regions during the civil war.

While large-scale clashes ended, the tension continued since the Lebanese parties and factions failed to reach national reconciliation.

The Syrian withdrawal would bring the Moslem and Christian combatants face to face again.

The Palestine Liberation Organisation, whose forces helped the Moslems during the civil war, was reported to have made it clear it has no intention of getting caught again in Lebanese rivalry.

In the end, the Syrian move should be seen more as a sign of gradual disengagement from the Lebanese crisis, although not from Lebanan altogether. The redeployment may be primarily aimed at Israel and at helping the Palestinians and their Lebanese left-wing allies.



Iran President may face confidence vote

BY SIMON HENDERSON IN TEHRAN

IRAN'S NEW President, Mr. Abolhassan Bani-Sadr, assumed office yesterday apparently without resolving political differences with other members of the ruling Revolutionary Council.

After a meeting of the council on Sunday night, it was expected that Mr. Bani-Sadr, the French-educated Finance Minister, would not be sworn in as President by Ayatollah Khomeini, but simply recognised.

Mr. Bani-Sadr was due to see Iran's religious leader yesterday at the hospital in Tehran where the Ayatollah is being treated for a heart condition.

Several other members of the 14-man Revolutionary Council are believed to be insisting that Mr. Bani-Sadr must receive a vote of confidence from a general assembly before taking a formal oath of office. The swearing-in ceremony would be in about a month.

In a fiery speech at the cemetery in South Tehran where the city's revolutionary dead are buried, Bani-Sadr warned that Iran's revolution would not win unless it was exported: "We are going to create a new order in which deprived people are not going to be always deprived," he said.

Hojatoleslam Ahmad Khomeini, Ayatollah Khomeini's own son also spoke, reiterating Iran's aim of cutting off the influence of super powers, whether of the east or west. Significantly, in a message from his father, he condemned the Soviet invasion of Afghanistan, a position which Bani-Sadr has adopted before.

Egypt to pay interest on $2bn Arab funds

BY OUR CAIRO CORRESPONDENT

TO SPARE the International Monetary Fund potential embarrassment Egypt has agreed to pay interest on some $2bn (£882m) of funds deposited by Kuwait, Saudi Arabia, Libya and Iraq in Egypt's central bank.

Egypt stopped paying interest on these deposits after the Baghdad Summit imposed sanctions on it for signing the peace treaty with Israel.

The controversy over the deposits surfaced last October when Iraq made a formal request to the IMF for the return of $31.7m deposited with the Egyptian central bank.

Egypt invoked "special interest" to pre-empt moves by Kuwait and Saudi Arabia to press claims for the return of their deposits, amounting to $937m and $837m respectively.

In fact, the only deposits at issue were those of Kuwait, which are rolled over monthly. Saudi Arabia had undertaken not to start withdrawals until 1981. But subsequent reports said Kuwait and Saudi Arabia had made requests for the return of their deposits.

Apparently no formal request to the IMF had been made by Kuwait or Saudi Arabia, but the Egyptian authorities fear a campaign by Arab critics of President Sadat, to question Egypt's creditworthiness.

The Egyptian authorities claim that the IMF's arbitrating capacity extends only as far as seeing interest payments are honoured, and therefore, repayment of the principal is outside its terms of reference.

Baluchis bitter at army occupation

By David Housego, recently in Quetta, Baluchistan

IN BALUCHISTAN, the vast and barren province of Pakistan which borders the Arabian Sea, there is little sign that Russia's invasion of neighbouring Afghanistan is seen as a threat.

Instead, a reporter's notebook is rapidly filled with the rhetoric of a people who feel bitter at having been cheated of self-government by successive Pakistani regimes, and who are now tempted to see in the Russians potential allies for their cause.

"Whenever I land in Quetta I have the sense of entering a city under army occupation," says a respected local leader.

He cites a list of Baluch grievances: a province of only 2m to 3m garrisoned by a largely Punjabi army; a state administration in which Baluchis hold only a handful of senior posts; mineral wealth which has allegedly been neglected or is tapped to the advantage of the rest of the country's 75m population.

What would be the reaction if the Russians were to descend on the province? "We would welcome them of course," says a senior tribal "sarder" (leader), with breathtaking abandon. His companion goes one further: "We would ask them why they did not come earlier."

A left-wing politician trots out the familiar Russian defence of the invasion of Afghanistan, claiming the Russians were invited.

"The revolution of Noor Mohammad Taraki (who seized power in Afghanistan in April, 1978) must be defended at all costs," he says, "against those killers and mercenaries"—by whom he means the Afghan Moslem insurgents whom Gen. Zia-ul-Haq, Pakistan's leader, now refers to as "freedom fighters."

Much of this is wild talk. But it is still one of the ironies created in Pakistan by the Russian invasion that the province, strategically the most important because of its proximity to the Gulf, is also the most vulnerable, and the one where Gen. Zia's appeal for national unity in defence of the Islamic state falls on deafest ears.

The first concern of the Pakistani Baluchis is to achieve more autonomy to preserve their cultural identity—a goal they share with the Baluchis of Iran and Afghanistan.

As the Russians have already trained and armed some hundreds of Baluchis from all three states, Western diplomats have no doubt that they will embark on a subversion campaign to exploit Baluch discontent to the discomfort of Pakistan.

In this test of wills, the anxiety of many Baluchis is that the military equipment for which Pakistan was negotiating this weekend with Dr. Zbigniew Brzezinski, President Jimmy Carter's national security adviser, will eventually be turned on them.

With the voluntary exile of the more radical of the Baluch tribal leaders — Khair Baksh Murri and Sardar Ataullah Mengel — and the breakup of the National Awami Party, which once represented the aspirations of the Baluchis and Pathans for more self-government.

The championing of Baluch interests has increasingly fallen on Ghaus Baksh Bizenjo and his newly created Pakistan National Party.

An advocate of compromise, who has served prison terms for promoting Baluch autonomy and been governor of the province as well, Mr. Rizenjo claims he is loyal to Pakistan and rejects armed violence to achieve Baluch goals.

Recently, the regime has taken steps to try and win over the Baluchis with more economic assistance and 300 more jobs for unemployed graduates. Such economic help is likely to accelerate.

But such programmes have only limited impact while Baluchis feel, as one leader puts it, that the military regime "wants to crush us with the stunt of an Islamic state and of Moslems being one people." Even as conservative a tribal leader as Taimur Shah, head of the large Pathan Kakar tribe, and a supporter of General Zia, has appealed to him for more local participation and self-government for Baluchistan, otherwise "the Russians will exploit the young students.

On the other hand, unlike the neighbouring province of Sind, where the Government has not hesitated to imprison protagonists of Sindhi nationalism, it has so far studiously avoided arresting well-know nationalists in Baluchistan for fear of provoking a clash. But Baluch politicians see recent warnings by Gen. Zia and those close to him against "Left-wingers" and those prom ing the "nationaliti as being dire them.

Pakistan seeks $1bn from West and Moslem world

BY DAVID HOUSEGO IN ISLAMABAD

PAKISTAN will be seeking about $1bn (£444.8m) in economic aid for fiscal 1980/81 from Western donor nations and the Moslem world, officials disclosed in Islamabad yesterday.

This disclosure follows postponement of the U.S. aid package for Pakistan which was to have been put to Congress this week, after talks in Islamabad over the weekend between a U.S. delegation led by Dr. Zbigniew Brzezinski, and a Pakistan team headed by Gen. Zia-ul-Haq. Gen. Zia recently dismissed the U.S. offer of $400m (£177m) aid as "peanuts."

The calculation of $1bn is based on Pakistan's expected current account deficit, and amortisation payments, of $1.8bn, of which $800,000 would be covered by aid in the pipeline or SDR drawings.

Of the uncovered $1bn, Pakistan would hope to obtain $230m from debt rescheduling mainly from the U.S. Germany and Japan.

It will be seeking the balance from members of a Western aid consortium or friendly Islamic states in the form of balance-of-payments support that would avoid the need for further expensive short-term borrowing to cover the balance-of-payments deficit.

Consortium members could be expected to pledge about $700m, but this would normally be as project aid and a sharp tussle is likely to result over Pakistan's request that it be rapidly available for balance-of-payments support.

Meanwhile, Mr. R. D. Sathe, India's Foreign Secretary, arrived in Islamabad last night in the wake of the U.S.-Pakistan agreement to work for an extended multilateral programme to strengthen Pakistan's defence capability. Many Pakistanis had unrealistically hoped it would embrace U.S. protection against attack from India.

Little of substance is expected from his mission, after the sharply differing views expressed by Gen. Zia and Mrs. Gandhi over Russia's invasion of Afghanistan.

Gen. Zia has rejected Mrs. Gandhi's proposals for a regional approach to security and is instead looking first to support from the U.S. and its partners, China and the Moslem world.

India is less nervous about the actual volume of arms to be supplied to Pakistan — Dr. Brzezinski went out of his way on Sunday to try to allay Indian fears—than about the unpredictability of the martial law régime in Pakistan, and about the long-term implications of Pakistan's closer relationship with China and the Moslem world.

Gen. Zia's recent reference at the Islamic Conference here to the liberation of Kashmir also provoked indignation in Delhi.

But both sides are apprehensive about the growth of great-power rivalry on the Sub-Continent as a result of the Russian intervention.

Negative Indian growth forecast

BY K. K. SHARMA IN NEW DELHI

A NEGATIVE growth rate of 3 to 4 per cent in the 1979-80 financial year ending in March has been forecast by India's National Council of Applied Economic Research.

The last time there was negative growth was in 1972-73, when it went down by 1.1 per cent compared with the previous year.

The Planning Commission laid down an annual average growth rate target of 4.7 per cent in the current five-year plan.

The council, in its latest report, says a phase of near stagnation has set in, and there are no visible signs of recovery. Agricultural production is expected to fall by about 7 per cent compared with the previous year (mainly because of last summer's drought).

The council's report says industrial production, which stagnated from October to December, shows no sign of improvement. The stagnation is due to shortages of coal and steel, inadequate power, inefficient transport, deteriorating industrial relations and political instability.

Aggravating this bleak picture is inflation, officially estimated at 21 per cent in 1979. The council's report suggests that while measures to check expansion in the money supply will continue to have only a limited impact on prices, selective measures are needed to stop price increases for such commodities as cereals, oilseeds, edible oils and sugar.

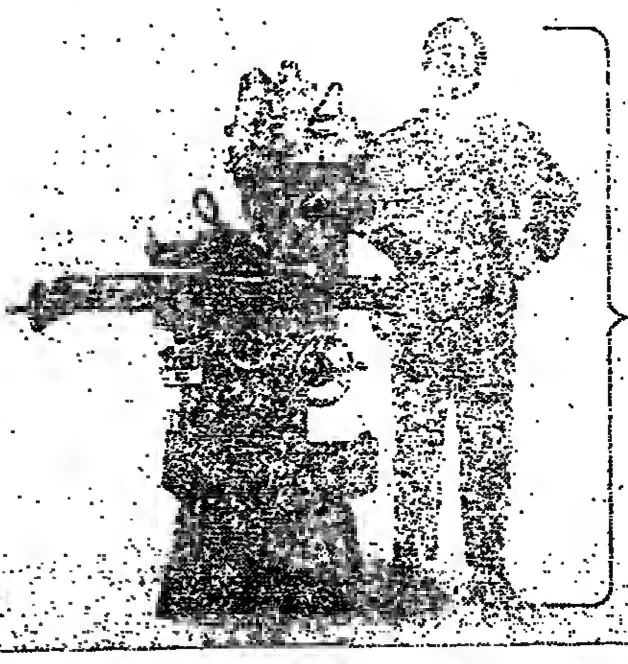
These measures would require efficient and timely use of foreign exchange to import raw materials and commodities in short supply. Efficient public distribution should be developed to ensure commodities are available at reasonable prices.

Nevertheless, the report points with alarm to the growing trade deficit, and says it was not being viewed with sufficient concern because of the steady inflow of about R30bn (£1.65bn) a year in remittances from Indians abroad. Now that the trade gap is widening, the council suggests that the liberalised import policy followed since 1977 should be reviewed.

The independent assessment has been unofficially confirmed by government economists, but is unlikely to be documented until March or April, since there are indications that the budget will be postponed.

ARE YOU EXPECTING ANOTHER GIANT HEATING BILL THIS WINTER?

IN A FACTORY WITH A ROOF HEIGHT OF 30', YOU COULD BE PROVIDING ENOUGH HEAT FOR 30' WORKERS ALL WITH VERY HOT HEADS AND VERY COLD FEET.



WHEN YOU SHOULD ONLY BE KEEPING A 6' TALL WORKER COMFORTABLE FROM TOP TO TOE.

Your bill could be huge.

Since last winter, oil has increased in price by over 40%, and in the next six months, you'll certainly be paying even more.

What can be done to cut your bill down to size?

The fact is, a lot of factory heating is literally going through the roof.

In our surveys, we very often find that industrial roofs are peppered with non-controllable ventilators, gaps under the glazing, and at the eaves.

All of which drain off expensively heated air as surely as leaving the plug out of your bath.

Even if your workforce were 30' tall, they'd be very uncomfortable in the kind of temperature gradients we frequently come across.

(Often into the 80'sF in the roof space of factories and warehouses, causing high structural heat losses.)

A Colt Wastemaster survey could bring down your heating costs dramatically.

We'll look at everything–doors, vents, cracks, the kind of machinery you use, the number of people you employ, how high your roofs are, the type of fuel you use.

Then, we'll design for you a Colt warm air system that minimises heat loss, and heats only what you want to heat–the people who work for you.

The capital cost of such a system is around half that of a boiler system, while operating costs too are dramatically lower.

Just now, we're helping hundreds of companies to cut back on their heating costs.

Why not join them? And you'll never need to face a monster heating bill again.

Colt International Ltd (Health and Safety at Work), Havant, Hants PO9 2LY. Tel: (0705) 451111. Telex: 86219.

Carter support growing as Kennedy trails Republicans

BY JUREK MARTIN, U.S. EDITOR IN WASHINGTON

TWO MAJOR public opinion polls released yesterday show that national support for President Jimmy Carter's foreign policies has intensified, not weakened, in recent weeks and has now made him a strong favourite to win re-election for a second term in the White House.

They also demonstrate that Mr. George Bush has made big inroads into the once equally strong lead among Republicans enjoyed by Mr. Ronald Reagan and now matches up as perhaps the most effective Republican candidate in a head-to-head race against Mr. Carter.

Polls, are, as this winter's experience demonstrates, notoriously fallible instruments, but the publication of the latest two, conducted for the Washington Post and Time magazine, must make doleful reading for the supporters of Senator Edward Kennedy from Massachussetts, who is seeking to inject new life into his campaign prior to the New England series of caucuses and primaries over the next month.

In the Post's canvass, Mr. Carter leads his rivals from both sides, topping Mr. Kennedy by 58 to 25 per cent, Mr. Reagan by 65 to 30, Mr. Bush by 59 to 33, Senator Howard Baker by 63 to 30 and Mr. John Connally by 73 to 21. Mr. Kennedy trials all the Rebpublicans except Mr. Connally.

The Time poll gives Mr. Carter a 38-point lead over Mr. Kennedy, 21 over Mr. Bush, 32 over Mr. Reagan and 35 over Mr. Baker. Senator Kennedy trails the three Republicans, his deficit ranging from three points against Mr. Reagan to 20 points against Mr. Bush.

On the Democratic side, Mr. Carter is given a 22 point lead over Mr. Kennedy in New England and apparently enjoys substantial advantages in two of the Senator's natural constituencies (catholics and blacks), according to the Time poll.

Both surveys show broad public support for the President's specific policy proposals in response to events in Iran and Afghanistan, such as partial grain sales embargoes, boycotting the Olympics and renewing registration for the military draft. The Time poll finds that more than two-thirds of those surveyed believe it best for presidential candidates to desist from dissecting the President's foreign policy and rally round him instead.

Mr. Bush can glean much satisfaction from the two polls. He incurred a minor setback over the weekend in picking up only one of a dozen convention delegates selected in caucuses in Arkansas (Mr. Reagan won six and Mr. Baker four, with the twelfth committed to no candidate) but has high hopes in New England where, according to the Time poll, he leads Mr. Reagan by 55 to 24 per cent.

Overall, Mr. Reagan still commands the allegiance of more Republicans: the Post poll gives him 36 per cent to Mr. Bush's 26 per cent, Mr. Baker's 11 per cent and Mr. Connally's 5 per cent, while the Time survey gives Mr. Reagan a 41 to 34 per cent edge over Mr. Bush. But if independents are included, Time found, Mr. Bush, perceived as a moderate though in reality conservative, has a four point advantage.

Swift reaction to FBI 'Arab' payments

By David Buchan in Washington

THE BREAKING of a political corruption scandal involving one U.S. Senator and several Congressmen and undercover FBI agents offering payments on behalf of mythical Arab businessmen has set Washington agog and brought swift reaction yesterday from Congress and the Administration.

The House of Representatives Ethics Committee will set up its own investigation, Mr. Charles Bennett, chairman, said yesterday. A partisan political note was injected by Republican leaders, claiming that 25 years of Democratic control had led to a climate of corruption in the Congress and demanding a full probe of the scandal.

Only one person has so far been named in the allegations which splashed into U.S. newspapers on Sunday.

Meanwhile, the Justice Department yesterday announced "an intensive investigation" into whether Federal employees, at the Department or the Federal Bureau of Investigation, leaked details of the two-year-old undercover operation to the Press.

Nevertheless, according to some reports, Federal Grand Juries will shortly be convened in several cities. In addition to the several Congressmen named in the allegations—which have not been denied in substance by Government officials—state officials from Pennsylvania, New Jersey, New York and Florida have been implicated.

The undercover operation was apparently begun by the FBI in 1978 with the limited aim of recovering some stolen art works and Government securities. But it was subsequently widened to encompass politicians susceptible to providing favours and legislative help in return for money.

The most widely used ruse by the FBI undercover agents was to pose as working for Arab businessmen, including one with a company called Abdul Enterprises Limited, who among other things wanted U.S. citizenship or residence for their "clients."

Individual Senators or Congressmen can introduce private immigration bills into the U.S. legislature to accomplish such an end. FBI agents on Sunday arrested an Immigration Service inspector in New York, the only wish action taken so far.

Those so far named have mostly denied the allegations that they accepted money, though some have admitted thta approaches were made. Two issues immediately arise if the allegations come to trial. One is of unfair pre-trial publicity.

The other is whether the FBI "entrapped" the politicians, who might argue that it was the agency that created any crime committed. "Entrapment" is a complex legal defence, much argued over in the courts, but to use it as a defence also usually involves a clear admission of guilt from the defendant. In the case of a Congressman, he is then answerable to his constituency, or indeed to the Internal Revenue Service, if he fails to declare the money on his returns.

Trudeau's election lead narrows

BY VICTOR MACKIE IN OTTAWA

A POLL commissioned by the CTV television network in Canada shows the Liberal lead over the governing Conservatives narrowing two weeks ahead of the election on February 18. The number of undecided voters has increased to 40.4 per cent of the electorate.

Among decided voters, support for the Liberal Party, led by former Prime Minister, Mr. Pierre Trudeau, dropped to 46 per cent from 51 per cent in two weeks while support for the Conservatives rose to 33 per cent from 31 per cent.

Support for the New Democratic Party rose to 17 per cent from 16 per cent and support for other parties increased to 4 per cent from 2 per cent.

The network's national poll surveyed 2,039 voters last week when the Conservatives were receiving favourable publicity for the Government's role in helping six U.S. diplomats escape from Iran. However the large number of undecided voters makes it virtually impossible to use the poll to predict the results of the election.

In metropolitan Toronto, the Liberal lead has been halved since the rescue of the Americans by Canadian diplomats in Tehran, according to a Gallup survey made public at the weekend.

The Gallup poll gave the Liberals 36 per cent, Progressive Conservatives 23 per cent and the NDP 18 per cent, with 15 per cent undecided.

Gallup figures for Toronto, produced on January 19—before the Americans' escape—gave the Liberals 52 per cent, Conservatives 21 per cent and the NDP 17 per cent, with 5 per cent undecided.

● Canada is to expel another Soviet diplomat in retaliation for the expulsion of a Canadian military attache from the Soviet Union last week, Miss Flora MacDonald, External Affairs Minister, said yesterday.

The Soviet Union announced last week, the expulsion of Col. Harold Gold, Canadian Defence and Air Attache in Moscow, accusing him of spying.

Venezuela to seek closer Arab links

By Kim Fuad in Caracas

SR LUIS HERRERA Campins yesterday began a 10-day tour of North Africa and the Middle East aimed at creating closer ties between the large South American oil producer and its Arab partners in the Organisation of Petroleum Exporting Countries (OPEC).

Sr. Herrera will urge other OPEC leaders to expand and accelerate aid to non-oil developing countries affected by price increases and to promote greater cohesion among OPEC members in pricing and other policies.

On the first leg of the tour, beginning yesterday in Algiers, Sr. Herrera was to discuss a joint Venezuelan-Algerian aid proposal made at the last OPEC conference in Caracas in December. The proposal calls for establishing a permanent OPEC development agency with a $20bn (£8.8bn) funds to help Third World nations.

Britain denies rift with U.S. over Rhodesia vote

BY DAVID TONGE

BRITAIN IS denying all suggestions of a rift with Washington over the United Nations Security Council resolution on Rhodesia passed on Saturday night.

The U.S. was among the 14 members of the Security Council which voted in favour of the resolution, described by Sir Anthony Parsons, the British representative, as "unbalanced and selective." Three other Western countries, France, Norway and Portugal, also voted in its favour.

The British argued that the U.S. had been instrumental in toning down a strongly worded draft resolution prepared following a recent meeting of the Organisation of African Unity.

Mr. Donald McHenry, the U.S. representative, also said after the vote that the U.S. did not accept charges of British violations of the Lancaster House agreement.

The resolution, passed 14—0, expressed concern at the numerous violations of the terms of the Lancaster House agreement. It called for the withdrawal of any South African forces, regular or mercenary, from Rhodesia.

It also sought the "speedy and unimpeded return of Zimbabwe exiles and refugees," the release of all political prisoners and the confinement forthwith of the Rhodesian and auxiliary forces to their bases.

Britain chose not to participate in the voting rather than using its power of veto.

Non-participation is a formula devised by the Chinese to express distaste for a particular resolution without casting a veto.

The changes introduced to the resolution—one of which was to delete references to the Patriotic Front as the sole legitimate representative of the Rhodesian people—decided Britain to let the resolution through, although British officials said it could hardly be less helpful to their efforts in Rhodesia.

Moderate government unable to contain increaing violence

El Salvador approaches civil war

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT

THE PESSIMISTS were probably right all along. El Salvador, the smallest and most overcrowded country in the Americas, is in all likelihood on the verge of a bitter, bloody and long drawn-out civil war which will make the revolution and overthrow of the Somoza dictatorship in Nicaragua last year seem like a clean and brief surgical operation.

Everything suggests that the 4.5m Salvadoreans will this year find themselves in the centre of a maelstrom in Central America, an area which the U.S. considers of no little strategic importance. The continuing conflagration in El Salvador could well spark off new troubles in the already violent and troubled Guatemala, and perhaps too in Honduras.

Put in its simplest and crudest terms El Salvador is now witnessing a determined attempt by moderate Left-wingers and extreme Left-wing groups to put an end to a social structure which has concentrated power in the country in the hands of a small oligarchy, the so-called "Fourteen Families."

The moderate Left-wingers have failed, at least for the moment, and the extreme Right and the far Left are now preparing for what they imagine will be the final showdown.

Just how bloody politics can become was illustrated in a macabre way last month when Right-wing forces—according to some sources, troops in civilian clothes—started firing indiscriminately into a Left-wing protest march of perhaps 150,000, killing dozens and injuring scores more.

The present situation in the country is rooted many decades ago in the establishment of a prosperous coffee industry. From it a few families made a great deal of money and began buying up large tracts of land which hitherto had been tilled in a more or less primitive way by the peasantry.

In the 1920s and the early 1930s rural agitation was widespread. But in 1932 General Maximiliano Martinez put a stop to agitation in El Salvador with his massacre of 20,000 opponents.

Since his day every government has been headed by a military man and the division between the rich minority and the mass of the population has widened.

In the 1970s the military and more conservative elements in El Salvador had to make increasing use of political terror and ballot rigging if they were to contain the pent-up frustration. Until the arrival of President Carter, Salvadorean governments could count on the support, or at least the silence, of the U.S. government.

The speed of events in Nicaragua last year, however, jolted not only the Salvadoreans but also the U.S. Fearing a new contagion of Left-wing ideas from Nicaragua many richer Salvadoreans rallied closer round the idea of repression at any cost.

The centre and the Left, tiring of more than a decade of electoral fraud, started agitating against the rule of Gen. Carlos Humberto Romero, whose victory in the 1977 elections was certainly fraudulent.

As Gen. Somoza quit in July 1979 Washington abruptly joined the critics of Gen. Romero and on October 15 he was ousted in a coup led by two colonels, Jaime Abdul Gutiérrez and Arnoldo Majano. It is reasonable to suppose that the two would not have moved without at least the tacit approval of the U.S., where both of them had undergone periods of training.

Their manifesto was uncompromisingly reformist, and in the government they formed they co-opted social democrats of the Revolutionary National Movement (MNR) and members of the cautious Salvadorean Communist Party.

Despite their announced programme, the colonels were unwilling or unable to make any effective start on real reform and this month the social democrats and Communists resigned, leaving the military to limp on ineffectually with the Christian Democrats.

It seems now that the vacuum of power is being filled by the three tougher Marxist-Leninist parties, each of whom has its guerrilla wing. One of these kidnapped two British bankers in San Salvador in November 1978. Against them are ranged the Right-wing extremists who dismiss the colonels' reformist attitudes.

While the two sides fight it out in El Salvador the economy crumbles. The gross national product, which in 1977 grew at a rate of 5.2 per cent, was, according to some estimates, down to less than 2 per cent

last year. According to other authorities, GNP actually fell 3.5 per cent. Terror tactics and work stoppages contributed to the closing of a score of factories last year and many of the foreign business community have fled.

Britain is closing its embassy and El Salvador has lost an estimated $1bn in capital taken out of the country. Now comes the threat of coffee disease, hitting the main export, which last season paid for more than half the import bill of around $1bn.

The extremists, however, have little regard for the economic consequences of their violent confrontation. With the denuded government coalition incapable of imposing calm, even the optimists will admit that things are likely to get worse in El Salvador before they get better.

Pact to boost Soviet-Afghan trade

BY DAVID SATTER IN MOSCOW

THE SOVIET UNION has signed a trade agreement with Afghanistan for 1980 which will boost Afghanistan into one of the Soviet Union's largest trading partners in the Third World.

The Soviet news agency Tass reported that the Soviet Union and Afghanistan will increase their trade by 70 per cent, which should raise its value to about Roubles 530m (£371m).

Soviet-Afghan trade for the first nine months of last year had a value of Roubles 233.3m and was expected to top Roubles 310m for the year, with the Soviet Union exporting almost twice as much to Afghanistan as it buys.

Soviet exports in 1980 are to include industrial equipment, motor vehicles, ferrous metals, oil and oil products, cement, fertilizers and household goods. The Soviet Union will import natural gas, which accounted for almost half of Afghan sales to the Soviet Union in 1978, cotton, dried fruits, wool, carpets and hides.

The Soviet Union has been a major donor of aid to Afghanistan for the last 25 years, but Soviet economic involvement in the country increased greatly after the April, 1978 Marxist coup. Trade turnover apparently increased 44 per cent in 1979 compared with the previous year setting the stage for the even greater expansion envisaged for this year.

Besides India and Iraq, which are the Soviet Union's largest Third World trading partners, the Soviet Union's other principal trading partners in the Third World are Vietnam, Mongolia and Libya.

● Yugoslavia will export more than 11m pairs of shoes to the Soviet Union this year, worth about Dinars 5,000m (£110.5m), according to the State news agency, Tanjug, AP-DJ reports from Belgrade.

Several hundred thousand pairs of footwear have been earmarked from Moscow department stores alone, the report added.

Tanjug was quoting sources of the federal Chamber of Economy here following a meeting of Yugoslavia's shoe manufacturers.

EEC to tackle Turkish problems

BY JOHN WYLES IN BRUSSELS

EEC FOREIGN Ministers will today be confronted with the need to breathe new life into a flagging relationship with a strategically important ally—Turkey. On the same day, a meeting of the Community's Foreign Ministers' Council will be presented with a report on EEC negotiations with Yugoslavia.

The Ministers will sit at the first formal meeting of the EEC-Turkey Association Council for nearly three years. This follows an initiative launched at the end of last year by the new Government of Mr. Suleyman Demirel, to revive political and trading links with the Community as a cornerstone of its foreign and economic policy.

A formal Turkish request for EEC membership cannot be ruled out, but the Nine regard this as a longer-term prospect and prefer to consider starting negotiations on the mutual reduction of tariff barriers.

On Yugoslavia, there is disappointment over the failure to conclude a new trade and political co-operation agreement by early this week, but the prospects of an accord within a month still look promising.

EEC Ministers expressed their eagerness for a swift agreement early last month, under the stress of the Soviet invasion of Afghanistan and President Tito's illness. But their fervour has caused Yugoslavia some embarrassment since intermittent discussions have been under way for two years and the Yugoslavs do not want to give any appearance of sacrificing their non-aligned status and leaping into the Western camp because of current troubles.

At today's meeting, the European Commission will again take up the issue of advanced guaranteed export rebates for the Community's surplus beef production to allow member governments time to decide whether to set up a control system which could prevent excessive quantities going to the Soviet Union.


Premier Demirel

In 1979 the Community sold 40,000 tonnes of beef to the Soviet Union

Go-ahead near on Iran project

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

AGREEMENT "in principle" to resume work on the Y700bn (£1.3bn) Iranian petrochemical project sponsored by the Mitsui group has been reached as a result of a meeting between Mr. Eimai Yamashita, Mitsui's senior managing director, and Iranian officials in Tehran.

Actual work on the project, which is already 85 per cent complete, cannot be restarted, however, until a number of legal and financial issues have been settled. One obstacle is the existence of a wide gap between Iran and Japan on the terms of construction contracts which are being renegotiated to take account of price increases during the suspension period.

Disagreement also exists over the number of Japanese technicians who will be allowed to work on the project and on whether the Japanese employees will pay insurance premiums in Iran or Japan. Iran wishes to restrict the number of Japanese workers and to increase local Iranian participation in the final stages of the work.

Mitsui has said that it hopes that work can get under way again by the spring, but this is entirely dependent on the progress of negotiations on detailed issues. What appears certain is that both sides are genuinely anxious to complete the project.

Meanwhile, Iran is to call an international tender for the construction of a 2,000-megawatt power station in Teheran, Power Minister Hassan Abbaspour announced. He also said that a contract to complete a power station at the southern port of Bandar Abbas would be given to another company if the original contractor refused to finish the project.

Mozambique signs accord with Italians

ROME — Mozambique has reached agreement with Italy on the African socialist nation's first comprehensive economic pact with a Western nation.

The accord foresees that Italy will enjoy preferential treatment in obtaining access to Mozambique's coal, uranium, petroleum and natural gas resources, said a Government announcement.

In return Italy will extend the African country an aid grant of L10bn (£5.5m) and a credit line of L90bn (£49.5m). Italian companies will also carry out several projects in the country, including construction of an electrical network, telephone systems and a textile plant.

Sig. Siro Lombardini, the Industry Minister, plans to visit Mozambique next month to discuss a contract to obtain between 2m and 3m tons of coal.

● Saipem, the engineering subsidiary of Italy's state energy group Ente Nazionale Idrocarburi (ENI), has won a contract against international competition to build an oil refinery in Libya.

Value of the contract is more than $35m. The refinery will have annual capacity of 10m tons and is to be completed within 16 months.

AP-DJ

Dorsch in Hijaz railway study

BY RAMI G. KHOURI IN AMMAN

DORSCH CONSULT, the Munich-based consultants, have beaten two American-led consortia to win the $4.7m contract for technical and economic feasibility studies for reconstructing the 700-mile long Hijaz railway, linking Damascus in Syria with Medina in Saudi Arabia.

The contract, to be completed within 10 months, was signed here with the Higher Committee for the Reconstruction of the Hijaz Railway, a tripartite ministerial committee including Syria, Jordan and Saudi Arabia.

Dorsch's study will determine the optimum configuration for rebuilding the single-track, narrow-gauge railway that was built by the Ottoman Sultan Abdul Hamid between 1900-1908.

Mr. Hashem Taher, Jordan's Transport Under Secretary, said that plans are to rebuild the line in standard gauge track, though the feasibility study will determine whether this will be in single or double track configuration. The rebuilding which would be completed in the late 1980s would create a standard gauge rail link stretching from northern and western Europe to the heart of the Arabian peninsular.

Quentin Peel in Johannesburg writes: South African Railways has awarded a contract for 25 electric locomotives, valued at R25m (£13.6m) to the European 50 cycle consortium, it was announced at the weekend.

Siemens, the South African representative of the consortium, which includes AEG Telefunken and Brown Boveri of West Germany, Alsthom in France and Belgium's ACEC, said some 40 per cent of the value of the contract — primarily the mechanical portion —would be locally manufactured.

Bank of Tokyo, Eximbank to open Peking offices

TOKYO—The Export-Import Bank of Japan and the Bank of Tokyo will open offices in Peking this year, becoming the first Japanese financial institutions in China. Officials of the Bank of Tokyo said the Peking office will open later this month. Eximbank officials said its office is expected to go into business in April.

The Bank of China, China's foreign exchange bank, is scheduled to set up its office in Tokyo, probably in March.

● Indonesia Nippon Oil, a Japanese investment concern for Indonesian oil development, has signed a contract to supply a Y7bn (£13m) loan to Pertamina, Indonesia's state-run oil company, to help increase its oil production in North Sumatra and Java.

The Japanese company, affiliated with the Japan National Oil Corporation, said that with the money, Pertamina will build new production wells in its oilfields at Kuala Simpang, North Sumatra, and at Cemara Selatan, Java, to produce nearly 10m barrels over the next 10 years starting next March, it said.

Under the contract, the Japanese will in return get 40 per cent of the projected oil output at Indonesia's Government sales prices without surcharges imposed, it said.

Indonesia Nippon said it expected about 80 per sent of the loan to be put up by the semi-official Export-Import Bank of Japan, with the remaining 20 per cent from Japanese commercial banks.

Agencies

Olympic Airways finance for three Airbus A300s

FINANCIAL TIMES REPORTER

A $120m (£54m) credit package to enable Olympic Airways to purchase three A300 Airbuses and spares was signed in London yesterday.

Midland Bank International, Credit Lyonnais and Deutsche Girozentrale are leading syndicates providing the finance from the UK, France and Germany, in line with national stakes in Airbus Industrie. Midland is the agent bank.

The financing consisting of export finance would be $95m backed by the Export Credits Guarantee Department, Coface and Hermes, and a $35m Euroloan over 15 years with a spread of ½ per cent over Libor for the first 10 years and ⅝ for the last five.

● Parliamentary approval is to be sought to extend for a further year from March 1980 the powers under which Britain ECGD operates its cost escalation scheme for export contracts. The scheme applies to export contracts worth £2m or more with a manufacturing period of two years or more. Since the introduction of the scheme in 1975, 17 guarantees have been issued for exports with a total contract value of £520m. A further 10 cases involving contracts worth some £458m are in active negotiation.

● Pakistan International Airlines has ordered a 747-200B combi jet from Boeing to be delivered in March, Reuter reports from Seattle.

BOTB EXPORT CAMPAIGN

Failure to stimulate shop floor

BY LORNE BARLING

EFFORTS BY the British Overseas Trade Board to make shop floor workers more aware of the importance of export orders have recently been centred on an advertising campaign in the popular Press. But the results have been disappointing.

The campaign has failed to stimulate significant new interest in the Board's Export United campaign which was a follow-in from the Export Year in 1977. A new strategy is now being tried in areas of the country where local support is already strong.

One of these areas is the East Midlands. Here two of the major industries, textiles and footwear, have suffered from soaring imports and there is also a need to improve export performance. But the biggest target is the engineering industry.

The area's regional committee is arranging a heavy programme of events—ranging from seminars to a dinner for industrialists and trade unionists given by the Lord Mayor of Nottingham—in a bid to make an impression on the shop floor.

But despite trade union representation on its committee the Export United organisers admit that the only way to reach production workers effectively is through management. But they have been disappointed at the level of management participation in the campaign.

In the East Midlands a number of regional sub-committees have been formed to encourage participation more widely, and new schemes are being introduced to assist exporters in general.

The Department of Trade office in Nottingham, for instance, has drawn up technical details of what each textile company in its area produces enabling it to direct overseas enquiries to specific companies. So far the results have been good and though other industries are less diverse it is hoped that this principle can be extended.

Mr. Brian Varley, director of exports for the BOTB in the area, also believes that companies must be urged to concentrate their efforts on markets with good potential, particularly those where political change creates opportunities. Such countries are Nigeria and Rhodesia.

"There is evidence that in Nigeria exporters could soon achieve the same level of business as they were doing before the problems of last year, he said, adding that the BOTB's Tropical Africa Advisory Group would be reporting to the East Midlands after a visit in February.

One of the most active participants in the area have been TI Raleigh, one of the world's largest bicycle manufacturers, whose director of sales and marketing, Mr. Kenneth Collins, is chairman of the Regional Committee. He pointed out that his company's problems in Iran and Nigeria, last year, were made known in detail to the workforce particularly their effects on profits. He believed this was essential for good industrial relations.

According to the BOTB there is firm evidence that companies which introduce export information schemes, particularly in relation to large contracts, benefit from better co-operation on the shop floor.

But if Export United is to be effective, it is clear that more company managements must be persuaded to take part. It is hoped that committed and active exporters such as Mr. Collins can persuade them to do so. With export markets proving difficult, and the prospect for domestic sales now looking increasingly flat there is every reason now for companies to improve their exports competitiveness.

هكذا من الاصل

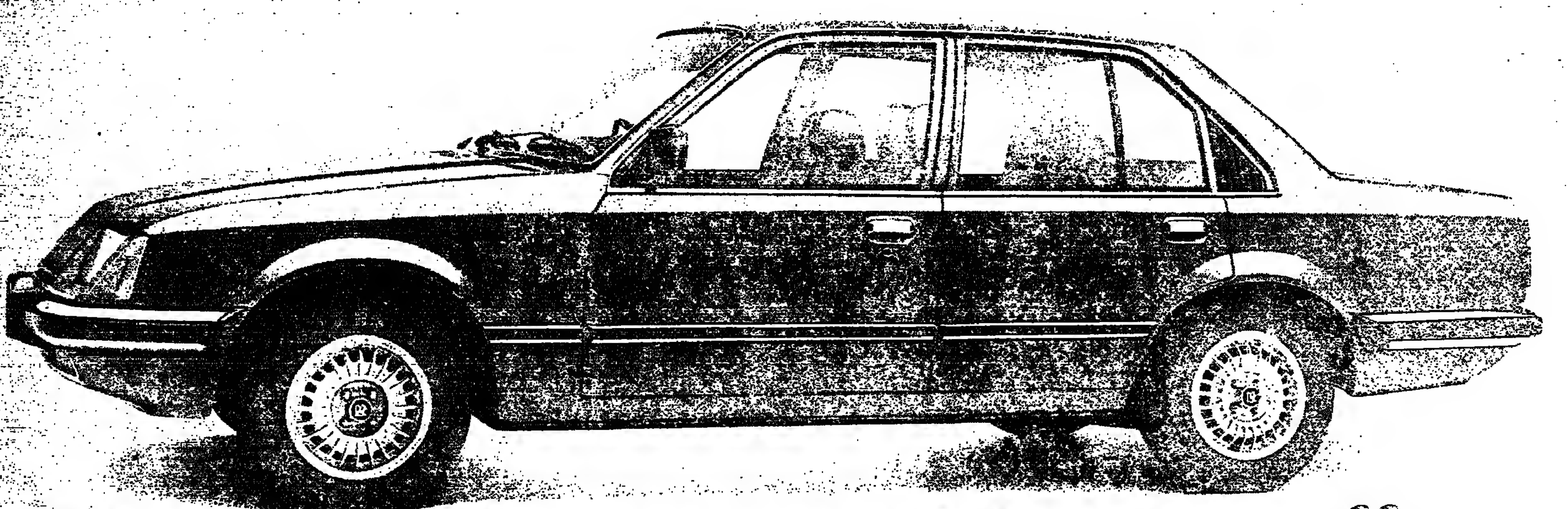
n trad

oslavia will export
1m pairs of shoes
Union this year
Dinars 5,000m
ing to the State
, Tanjug, AP-DJ
Belgrade.
ral hundred
of footwear have
rked from Moscow
nt stores along
added.
ug was quoting
e federal Chamber
ny here following
Yugoslavia's shoe
ers.

Premier Demirel

979 the Community
tonnes of beef
Union

ozambique ns accord th Italians



Shouldn't the car outside your office match your performance inside?

The Vauxhall Carlton two-litre is no slouch by anyone's standards.

From standstill it can reach 60 mph in as little as 11.2 seconds.

And thanks to its classic aerodynamic shape, it will go on accelerating to a top speed of 107 mph.*

Nor is the car any cause for concern at the Department of Energy.

At a steady 56 mph (is there anyone who actually drives at a steady 56mph?) the Carlton returns 38.7 mpg. More realistic, perhaps, are the returns on a steady 75 mph: 30.7 mpg, and on the Urban Cycle: 24.4 mpg.

IT GETS ON WITH THE JOB WITHOUT MAKING A SONG AND DANCE OF IT.

While the speedometer provides visible proof of the car's performance, there are thankfully none of the more intrusive reminders.

Wind noise, for example, is uncannily low, even at speeds well over the legal maximum (that slippery shape again).

Road noise, too, is suppressed at source by generous heavy duty rubber bushings in the suspension.

While the passenger compartment is still further insulated from noise of any kind by the wall-to-wall cut pile carpeting (it even has separate underlay).

Handling and braking, thanks to all-round coil springs and dual circuit brakes with front discs, are equally impeccable.

IT'S WELL APPOINTED, BUT WITHOUT BEING FLASHY.

Carlton is so well equipped that the only options you can ask for are power steering, alloy wheels and a sunshine roof.

Everything else you might regard as being important is already present.

The seats are covered entirely in rich velour cloth, but have just the right degree of firmness (important for long distances).

You can even adjust the driver's seat for height, as well as for reach and rake.

Adjustable head restraints are standard at the front while a central armrest is standard at the rear. There's a push-button radio, quartz clock, cigar lighter and two-speed wipers with intermittent wipe.

And a comprehensive (but thankfully comprehensible) heating and ventilation system with a four-speed blower fan.

For details of Vauxhall's masterhire leasing scheme, ring Luton (0582) 21122 Ext. 8332.

Look over a Carlton at your nearest Vauxhall dealer.

VAUXHALL CARLTON

We think you'll find that it's a remarkably good match.

CARLTON SALOON £5853. CARLTON ESTATE £6445. PRICES, CORRECT AT TIME OF GOING TO PRESS, INCLUDE CAR TAX, VAT, FRONT SEAT BELTS AND RADIO. DELIVERY AND NUMBER PLATES EXTRA. SPORTS WHEELS (AS ILLUSTRATED £237 EXTRA). STEEL SUNSHINE ROOF, AUTOMATIC TRANSMISSION AND POWER STEERING ARE AVAILABLE AS OPTIONAL EXTRAS. *PERFORMANCE FIGURES FROM 'AUTOCAR.' D.O.E. FUEL CONSUMPTION FIGURES FOR MANUAL SALOON (METRIC EQUIVALENTS IN BRACKETS). CONSTANT 56MPH: 38.7MPG (7.3L/100KM). CONSTANT 75MPH: 30.7MPG (9.2L/100KM). URBAN CYCLE: 24.4MPG (11.6L/100KM). FOR YOUR NEAREST VAUXHALL DEALER SEE YOUR YELLOW PAGES. FOR DETAILS OF VAUXHALL'S PERSONAL EXPORT SCHEME RING LUTON (0582) 426197.

Oil consultant hits at North Sea 'chaos'

BY RAY DAFTER, ENERGY EDITOR

THE "CHAOTIC" CHANGES in the North Sea policies of successive Governments were strongly attacked yesterday by a leading international oil consultant, Mr. Peter Gaffney, a senior partner in Gaffney, Cline and Associates.

The supplying industry was plagued by the swings in demands, he said.

North Sea exploration and development work was hampered by a shortage of drilling rigs. Owners of these rigs moved them to other parts of the world when drilling activity in UK waters declined significantly in 1978 and 1979.

According to a new set of statistics by Gaffney, Cline drilling at the end of last year was less than half that in the peak year of 1977, measured on an index basis. North Sea operators found it difficult to attract back many of the rigs which had been moved away, said Mr. Gaffney.

"We are faced with a chaotic situation. The problem has not been lack of prospects—there are plenty of those—but it has been legislation that has been controlling the rate of activity. This is bad for those trying to build an industry serving those involved in offshore drilling."

He said the number of drilling rigs used in the U.S. swung from over 2,000 in peak periods to about 1,300 in slack periods.

"But at least, 1,300 rigs provide a reasonable base for industry. Our problem in the North Sea is that in slack periods drilling activity goes back to almost zero."

Mr. Gaffney was speaking on the launch of a series of UK oil activity indices covering exploration, discoveries, construction expenditures and development work.

The indices, to be published quarterly, trace the progress of North Sea activity since 1965. They have a common base date of 1977, the year when offshore operators were busiest.

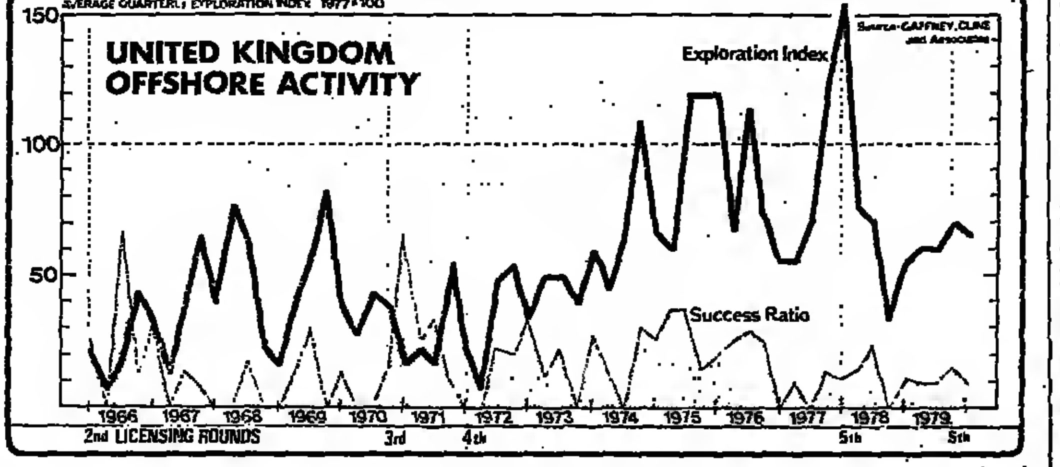
The initial set of indices shows how drilling work has fallen in the past two years. At the end of last year the index of drilling activity was 47.8 against the 1977 average of 100.

The exploration index was 64.9 at the end of 1979, the lowest level since early 1974. New oilfields are becoming harder to find. An analysis of drilling success rates shows one exploration well in 12 now finds oil or gas, against one in three or four in the mid-1970s.

The index of development, reflecting the size of reserves being exploited, shows that at the end of last year activity was slightly above the average 1977 level.

Level of expenditure has soared to an index of about 146. This reflects not only the significant amount of reserves being developed, but also rising production costs.

As fields become smaller and companies are forced into remoter areas, the cost per barrel recovered rises.



MP wants computer in House

By David Marsh

SUGGESTIONS that MPs should have access to computer terminals to give them a better insight into the complexities of public spending received a lukewarm response yesterday.

At a public accounts committee meeting in the House of Commons, Mr. Dick Douglas (Lab, Dunfermline) put forward the idea that MPs should have computer terminals installed in the library at Westminster to allow them to receive updated print-outs of Government spending by various departments compared with original estimates.

Sir Anthony Rawlinson, Second Permanent Secretary for public services at the Treasury, told the meeting that he did not see a future in such a scheme. "It would not be cost-beneficial. Members should continue to use the White Papers on public expenditure and the half-yearly progress reports on individual department's spending to get the best idea of the overall expenditure position."

The committee was told that figures from computers would be difficult to interpret, and the amount of material needed to be put on to a computer would be out of proportion to the number of questions put.

Mr. William Hamilton (Lab, Fife Central) pressed Sir Anthony for clarification of reports that the Ministry of Defence kept the Treasury "at arm's length" on its spending programme.

He claimed that the Defence Ministry spent about 12 per cent of its budget on non-military purposes.

Sir Anthony said that the Treasury had for a number of years delegated responsibility for spending programmes to individual departments. The principle was taken further with the Defence Ministry than with other departments.

Suspended term for ex-Tatler director

Financial Times Reporter

MR. GUY WAYTE, 72, a former managing director of the company publishing the Tatler and Bystander, has been sentenced to nine months' jail, suspended for two years, for conspiracy to defraud advertisers over an eight-year period by falsely inflating the circulation figures of the Tatler and the Nottingham Observer.

Mr. Wayte, of Colston Bassett, near Nottingham, was ordered to pay £5,000 toward prosecution costs of his four-week trial at Nottingham Crown Court.

He was found not guilty on a third charge.

Mr. Malcolm Campbell, his former deputy managing director, of Fishpond Drive, The Park, Nottingham, was convicted on two charges and cleared on one. He was fined a total of £650, with no order for costs.

Mr. Arthur Dewey, the company's former chartered accountant, of Victoria Road, West Bridgford, Nottingham, was cleared on all charges.

Wholesale petrol rise waits on crude price

BY SUE CAMERON

THE MAJOR oil companies are waiting to see how far North Sea crude prices increase before deciding on their wholesale petrol price rises.

Last night Shell and Esso, the two leaders in the UK petrol market, and Mobil, Gulf, Burmah and BP Oil, said they had no immediate plans for increasing prices, although they were keeping the position under constant review.

Shell, which takes about half its UK oil requirements from the North Sea, said that reports that the average price of four-star petrol was 130p a gallon were a "violent exaggeration."

The average price for four-star in London appeared to be between 122p and 123p a gallon, and slightly cheaper in the provinces. It was unlikely to rise to 130p a gallon even after another round of petrol increases.

The big companies estimate that a $1 increase in the price of a barrel of oil normally adds about 1.3p to the wholesale price per gallon of oil products, including petrol.

If North Sea crude prices rose by $3 a barrel in the wake of price increases by Gulf and North African oil-producers, petrol could be expected to go up wholesale by about 4p a gallon.

This would probably mean an increase of about 5p at the pumps.

Most of the big oil companies say further product rises are inevitable now that the producing countries are raising prices of crude.

But there are signs that a number of companies are uneasy about raising petrol prices for the third time in six weeks.

When the product price increases do come, they may be loaded more heavily on, say, fuel oil or heating oil than on petrol, to ease the burden on the motorist.

Settlement bid made in damages claim

ATTEMPTS are being made to settle the multi-million pound High Court damages claim in which allegations of professional negligence have been made against chartered accountants Harmood Banner.

The 29 partners in Harmood Banner—now part of Deloitte Haskins and Sells—deny that they were negligent in their audit of the 1973 accounts of two companies in the London and County Securities group.

London and County Securities, London and County Securities Group and nine other group companies allege that, as a result of the auditors' negligence, they suffered losses amounting to about £8.5m.

When the hearing began before Mr. Justice Browne-Wilkinson on January 15, it was expected to last up to six months. On January 28 the judge ruled that evidence given by four partners of Harmood Banner, and the firm's audit manager involved in the 1973 London and County audit, to Department of Trade inspectors appointed in 1974 to investigate London and County, was admissible in the present case.

Harmood Banner had objected, on the ground that the evidence had been given to the inspectors in confidence, and that it was not in the public interest that it should be used in private litigation.

But the judge held that the public interest that all relevant material should be before the court outweighed the risk that witnesses would not give full and frank evidence to inspectors if they feared their evidence might be so used.

After the court rose last Thursday the judge was asked to grant an adjournment for discussions. It is understood that the parties will return to court today, either to announce that they have reached agreement, or to continue the hearing.

Pair of Meissen mining figures fetches £21,000

SALEROOM

BY ANTONY THORNCROFT

TWO MEISSEN figures of miners, by Kandler and Reinicke, sold for £13,000 and £8,000 respectively at a Christie's sale of continental porcelain which totalled £125,015, yesterday. They had originally formed part of a table centre of various stages of mining scenes.

Winifred Williams, the London dealer, bought a Berlin porcelain gold-mounted snuffbox for £11,200, a record auction price; while another snuffbox went to the Antique Porcelain Company of London for £5,000. It was a Meissen chinoiserie, painted by J. G. Herold.

The Sotheby's printed book sale brought in £132,657. A "Biblia Germanica," printed in Nuremberg in 1483, with 109 hand-coloured wood-cut illustrations, made £8,500; while the three-volume "Das Deutsche Bundesheer," by Eckert and Monten, with 401 hand-coloured lithographs of uniforms, went for £8,000. "Views of Greece," 30 aquatint plates, by Edward Dodwell, sold for £5,500.

A minor silhouette and miniature auction totalled £25,239, with top prices of £700 for a collection of 13 continental miniatures of about 1850; and £680 for a silhouette of Miss Stephenson, the work of Mrs. Isabella Beetham about 1794.

The Americana sale at Sotheby Parke Bernet, in New York, which ended on Saturday, totalled £1,303,004.

Report on Salem goes to DPP

BY JOHN MOORE

A PRELIMINARY report prepared by the Metropolitan and City Police company fraud squad, which has been investigating the mysterious circumstances surrounding the sinking of the oil tanker Salem, has been passed to the office of the Director of Public Prosecutions.

The report, passed to the DPP yesterday, details the initial findings of the UK police into the loss of the Salem, a 213,928 dwt very large crude carrier, which was bound from Kuwait to France with a cargo of 193,132 tons of crude oil, insured for $56.3m, which Shell had bought in mid-voyage from a Swiss company, Pontoil.

The 1969-built ship bought by the Oxford Shipping Company, registered in Liberia with an office in Texas, only a month before, sank off the West African coast on January 17 after a series of explosions.

A Tunisian member of the crew has stated that the bulk of the oil cargo was discharged at Durban after an unscheduled stop and replaced with seawater so that the ship would appear fully loaded. He has alleged that the crew were given bonus payments and told to keep quiet.

Legal representatives for Lloyd's underwriters and London insurance company underwriters have taken evidence from the crew member, and are preparing a case to resist an $18m claim on the hull insurances—a claim which will fall on the London insurance community.

Cargo underwriters are understood to have received papers relating to claims on the cargo insurances late on Friday afternoon from Shell, and Clyde and Co., lawyers acting on behalf of the cargo underwriters, are considering the position.

Belfast air link 'must improve'

By Michael Donne, Aerospace Correspondent

BRITISH AIRWAYS must improve the quality of its Shuttle air service between Heathrow and Belfast, or face the possible loss of its licence on that route.

This is made clear by Mr. John Nott, Secretary for Trade, in a letter to the Civil Aviation Authority dismissing an appeal by British Midland Airways against being denied the Heathrow-Belfast route.

British Midland applied for the route last May, on the basis that it could make a better job of it than BA, but was refused a licence by the CAA, even though there was strong criticism of British Airways' handling of the route at the public hearing.

Mr. Nott said in coming to his decision he noted criticisms of British Airways' handling of its Heathrow-Belfast route, including delays and sometimes cancellations.

Mr. Nott reiterated the authority's advice to British Airways to remedy the shortcomings of its Belfast operation "or face the threat of the authority being receptive to a future application like that of the appellant (British Midland)."

- Passenger traffic at the seven airports owned by the British Airports Authority rose 7.4 per cent last year, to reach 42.33m.

Vets fear EEC 'liability' proposals

BY RICHARD MOONEY

ACCEPTANCE of current EEC proposals on product liability could cause "immense" problems for vets, the profession's weekly journal, Veterinary Record, warns in its current issue.

In a leading article the journal says the proposals would seem to make vets responsible for adverse reactions to products administered to animals, whether those reactions were known or not.

The proposals would impose strict and virtually unlimited liability, the article states.

"Adverse reactions do happen with medical products," it says. "When they are known the client can be warned. But when a previously unknown reaction occurs, the veterinarian will be liable even though he could not have known the risks."

The article also notes the record-keeping problems posed by the need to be able to identify the preparations given to particular animals.

"How, for example, could one identify every bird in a flock of 20,000 chickens?" it asks.

There would also be difficulties with generic medicines where it might be impossible to pin down the source of a particular batch.

The British Veterinary Association, which publishes Veterinary Record, fears that the proposals, if accepted, could lead to an excessively defensive attitude in vets with resulting disadvantages for client and patient.

"As it is," the article states, "the consumer would be better off under existing conditions. The new proposales may be all very well for washing machines. Medicines require separate treatment."

End-of-year spending less buoyant than hoped

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

Spending in the shops at the end of last year was much less buoyant than initially estimated—pointing to a general weakening in consumer confidence.

The volume of retail sales in December is now estimated at 112.4 (1971=100), according to the final seasonally adjusted index published yesterday by the Department of Trade.

This compares with a provisional estimate of 113.5 announced in mid-January and a revised November outcome of 113.6.

Weakening in consumer confidence is suggested by a sharp fall in new credit extended by finance houses, other specialist consumer credit grantors, and retailers in December.

New consumer credit extended in December was £592m (seasonally adjusted). This compared with £698m in November and was the lowest monthly figure since April, 1979.

Advances in the past three months of 1979 were 4 per cent higher than in the previous quarter. An increase in lending by finance houses and other specialist grantors more than offset a fall in lending by retailers.

These figures are in current prices and the rate of price inflation was much greater in the period, so there was a fall in the volume of new hire purchase business towards the end of 1979.

Hire purchase lending in 1979 was 21 per cent higher than in the previous year, implying a sharp rise in the volume of activity, particularly to finance the buying of cars.

The average volume of retail sales in 1979 was about 3 per cent higher than the annual average for 1978, a smaller rise than the retail trade expected earlier in the year.

The Department of Trade noted that "sales in the fourth quarter of 1979, although probably boosted by the backdated reduction in income tax which began to take effect in the middle of October, and by the pensioners' Christmas bonus paid in December, were about 1 per cent below the average level of the previous two quarters."

The volume of sales by durable goods shops in the last three months of 1979 was about 4 per cent lower than the average in the previous two quarters, which included the pre-Budget spending spree. Sales in clothing and footwear shops rose 2 per cent. Other non-food shops, including department stores and mail order businesses, experienced a 1 per cent drop in the volume of business. There was little change in sales by food shops.

The volume of sales in both food and clothing and footwear shops rose by 3 per cent in 1979, while durable goods shops boosted sales volume 5 per cent. Trade in other non-food shops increased 2 per cent.

The value of retail sales rose 14 per cent last year compared with 1978.

Spread of income little changed

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE DISTRIBUTION of final disposable income between those at the top and bottom ends of the range hardly changed during most of the 1970s in spite of considerable changes in the Labour Government in welfare spending and taxes.

A special article in Economic Trends, the monthly journal produced by the Central Statistical Office, shows that in 1973 the net impact of taxes, welfare benefits and subsidies was to reduce the top 20 per cent households' share from 44 per cent of original pre-tax income to 37 per cent of final income.

In 1978 this group's share of original income was still 44 per cent and was cut to only 36 per cent after taxes and transfer payments.

The share of original pre-tax income of the bottom 20 per cent was 1 per cent throughout the 1973 to 1978 period and the net impact of taxes and benefits was to boost this group's share of final income to 8 per cent in 1973 and to 9 per cent in 1978.

This stability was in spite of big changes in government policy under Labour. For example, direct taxes as a proportion of average household original income plus cash benefits, such as retirement pensions and unemployment benefit, rose from 16 to 20 per cent between 1973 and 1975 before falling back to 17 per cent in 1978.

Cash benefits rose appreciably faster than the incomes of households, increasing from 10 per cent of original income plus cash benefits in 1973 to 12 per cent in 1978. Subsidies also rose faster than incomes and so, although to a lesser extent, did benefits in kind such as health service and educational spending.

The Central Statistical Office comments that the stability in the percentage share of the distribution of final income is partly because the distribution of shares of original pre-tax income showed little change over the period.

Moreover, the effects of changes in the redistributive components such as cash benefits often tended to offset one another.

The average disposable income of the top 20 per cent of households in 1978 was £8,250 and was £1,710 for the lowest 20 per cent. This was after the top 20 per cent of households had paid on average £2,390 in direct tax and received £960 in benefits while the lowest 20 per cent had paid £10 in direct tax and received £1,470 in benefits.

The top 20 per cent of households contained 26 per cent of the population while the bottom 20 per cent contained only 13 per cent.

British Cargo to sack 44 more

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH CARGO AIRLINES last year by the merger of IAS Cargo Airlines and Transmeridian Air Cargo, is making 44 more Stansted employees redundant from the end of this month. This will bring to 170 the number laid off there since the merger.

The company said yesterday that this decision was taken to reduce costs caused by rises in fuel and other expenses and "an unimproved level of trading."

The airline, a specialist all-cargo operator, has faced severe competition from Continental all-cargo airlines in recent months. They have undercut rates substantially in the UK. Scheduled passenger airlines with big cargo holds in their wide-bodied jets have also taken much of the business.

British Cargo said that it was concentrating its activities at Gatwick, and that in anticipation of grounding or disposing of some of its CL-44 turbo-prop aircraft about 39 CL-44 crew members would also be placed under 90 days' notice from February 1.

Mr. Alan Stocks, managing director of British Cargo, said that "the commercial viability of that (CL-44) fleet will be kept under review, and if the climate improves termination dates will be deferred and possibly cancelled altogether.

"If other cutbacks are considered necessary, they will be implemented progressively, although with the return to service of the two DC-8 aircraft which were out of commission for an extensive period we cannot envisage that any further material changes will be necessary, providing there is not a significant variation in market conditions."

Rule review 'needed at Lloyd's'

By John Moore

DISCIPLINARY procedures at Lloyd's of London need urgent review, according to Mr. Peter Green, Lloyd's new chairman.

Mr. Green says in the organisation's publication Lloyd's Log that it has "become clear that the disciplinary procedures, which have served Lloyd's well for over 100 years, are not surprisingly in urgent need of review. After a long period of apparent calm such a situation has, not unnaturally created wide publicity."

A series of scandals has recently hit the Lloyd's market.

Mr. Green says Lloyd's has grown faster in the past five years than at any other period and so have individual risks.

"In terms of value there is a vast difference between the Stratocruiser and Concorde, the Liberty ship and the latest container ships, and the first offshore oil drilling rigs and the vast multi-million-pound production platforms which we now insure," he says.

"The claims when they occur are inevitably much larger than in the past. Many of the problems which also appear to be much bigger too are often due to errors of underwriting judgment."

Midland Bank opens Brussels EEC office

MIDLAND BANK has opened an EEC office in Brussels, mainly to help UK companies obtain grants and assisted finance from the European Commission and the European Investment Bank.

Midland claims that the office is the first of its kind to be opened in Brussels by any European bank.

The office, at 15, Rue de la Loi, is headed by Mr. Dermot Gleeson. The phone number is Brussels 230 0385.

Writ for builders

A YORK building construction company is being sued for £1m by Hull Corporation over damp and condensation problems in blocks of flats. Mr. Ian Walt, senior principal solicitor to the corporation said it may take 16 months to deal with the claim.

Plessey job losses

PLESSEY in Swindon is planning to make up to 25 staff redundant at their plant on the Cheney Manor industrial estate. The company hopes to find jobs for some staff elsewhere within the company.

Leasing guide

A WORLD directory of organisations concerned with the leasing industry has been issued by Hawkins Publishers, the company which produces the magazine Leasing Digest. World Leasing Yearbook costs £11.50, from Hawkins Publishers, Stanfield House, 32 Church St., Coggeshall, Essex CO6 1TX.

NEW DEVELOPMENT CORPORATIONS TAKE CHARGE

Bringing new life into docklands

BY ANDREW TAYLOR AND ROBIN PAULEY

THE GOVERNMENT'S controversial plan to establish a new agency to mastermind the redevelopment of London's decaying docklands is the latest in a series of "new initiatives" which have so far largely failed to attract new industry and commerce to the area.

Under the Local Government Planning and Land Bill, which receives its second reading today, two urban development corporations are to be created. These will have complete responsibility and authority for the redevelopment of more than 6,000 acres of dockland in London and Merseyside.

Mr. Michael Heseltine, Environment Secretary and initiator of the plan, has charged the corporations with attracting private sector investment into docklands. He is understood to have chosen Mr. Nigel Broackes, chairman of Trafalgar House, the construction and shipping group, to head the London development corporation.

The corporations will have wide-ranging powers, including the right to acquire land compulsorily. They will have an initial combined budget of £200m, with provisions in the Bill to raise this to £400m.

However, this figure substantially understates the amount of public money needed for successful redevelopment of London's docklands.

Present plans call for spending up to £800m, to provide major new road and underground rail links with docklands. This could involve the construction of five new rail tunnels and three road tunnels under the Thames.

The lack of adequate access routes linking the declining docks area with the more affluent parts of the capital and the South-East has been a major factor behind private sector reluctance to play a significant role in the redevelopment of docklands in the past 15 years.

Plans to build many of the new road and rail links are advanced, but there is a big difference between accepting in principle the need for major sections of new infrastructure and finding the cash to pay for it.

The London Transport Bill, presently before Parliament, includes provisions to spend £2890m extending the Jubilee underground rail link into docklands. But how much of this money will eventually be made available is debatable.

Mr. Heseltine could hardly have chosen a worse time to approach his Cabinet colleagues for more cash with the Government desperately seeking to find new areas for spending cuts.

He can, however, argue that the Cabinet has an obligation to provide the necessary financial support as it agreed the legislation establishing the urban development corporations. He will leave his colleagues in no doubt that they must put their money where their collective mouth is.

The new legislation has already met with stiff opposition from the five Labour controlled councils—Newham, Southwark, Tower Hamlets, Greenwich and Lewisham. Together with the Greater London Council, they are presently responsible for development of the area, under the umbrella of the Docklands Joint Committee.

The local authority leaders bitterly resent the establishment of a new body at a time when much of the site preparation work has been done, strategic plans drawn up and agreed and construction begun in some areas.

They say that if they were given the tools?in this case cash—they would finish the job, and more effectively than a UDC.

In terms of new buildings, it would appear that little has been done since the Docklands Joint Committee was established at the end of 1973—an observation that did not escape Mr. Heseltine following a brief helicopter flight over the area.

However, this first impression belies the vast amount of work that has gone into solving the complex problems of draining, infilling and levelling an area of docklands 8½ miles square.

Much of the earlier infilling of Surrey Docks, for example, had to be re-done because of hazards to health and safety. Beckton marshes to the north of the Royal Albert Docks have been drained and sewage systems installed. Housing programmes have been established, and building, particularly in the Surrey Docks, started.

Wrangling

There have been other major problems to overcome, not least difficulties over land acquisition—with ownership spread largely between local authorities, the Port of London Authority and other public bodies like the Gas Corporation.

In the case of Beckton, wrangling is continuing over the future of a parcel of land which the Gas Corporation wants to retain and which is said to be needed for a train depot for the planned extension to the Jubilee Line.

Mr. Heseltine says that the compulsory purchase powers to be given to the UDC will solve the "present problems of disparate ownership" and that "the creation of a single authority will bring greater scale and certainty of resources to the project."

It is an attractive argument but how much financial and statutory muscle the new corporations will in practise be able to use remains to be seen. The local authorities point out that extensive planning inquiries over controversial proposals like the provision of a £240m southern relief road are still likely to occur.

A number of major schemes are now proposed for Surrey Docks — including a £400m shopping, office and hotel complex put forward by Taylor Woodrow and Wimpey. This indicates that the private sector may be less reluctant than it once was to come to docklands — particularly to the more attractive sites where developers are less exposed to financial risk.

Coal must assume larger role, says Shell chairman

BY MARTIN DICKSON, ENERGY CORRESPONDENT

COAL IS destined to take the place of oil as the world's balancing fuel for the rest of the 20th century and possibly beyond, Mr. Peter Baxendell, chairman of Shell Transport and Trading, said yesterday.

He told a meeting in London of the Coal Industry Society that, since oil was no longer the universally applicable, cheap and available balancing fuel that it had been for so long, other fuels would have to grow in availability to take up world energy demand. They would also have to substitute for oil in increasingly sophisticated ways.

Because there was little prospect of bringing in significant new or renewable sources of energy, other than nuclear, before the year 2000, coal would have to take up the load and would "be vital to satisfy reasonable overall growth in world energy demand over the next 20 years."

Coal was destined "by sheer necessity" to take the place of oil for the rest of the century and possibly beyond as the "swing" or balancing fuel — a versatile fuel capable of filling energy gaps.

Turning to the role of the oil companies—many of which are investing heavily in coal—Mr. Baxendell highlighted three areas where their involvement could be particularly advantageous to the industry.

● The oil companies were accustomed to front-end loaded investment on the "mammoth" scale needed to finance coal export projects.

● Second, the oil industry could help produce the international trading infrastructure needed to stabilise coal supplies over time.

● Finally, the oil companies could contribute to the new technology needed in the transportation, handing and use of coal. Mr. Baxendell pointed out that a company in the Shell group recently announced plans to build a £70m plant in the Netherlands to gasify 1,000 tonnes of coal a day, operating in conjunction with a combined cycle power station featuring both gas and steam turbines.

Mr. Baxendell said there was bound to be a tremendous growth in the international trading of thermal coal. By the year 2000 the EEC would have an annual deficit between 150m and 350m tonnes of coal to be met by imports, according to figures recently produced by the European Coal and Steel Community consultative committee.

There were suggestions that the Far East would be trying to import coal on a similar scale.

● Murphy Bros. has been awarded a £24m contract by the National Coal Board to win some 2.5m tonnes of coal from the Erin opencast site near Chesterfield. The coal will be used principally by power stations, but some will be sold for industrial and domestic use. Murphy Bros. operates seven other opencast sites out of nearly 60 contracted out to civil engineering companies by the coal board.

Fine Fare reducing prices on 100 items

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

FINE FARE yesterday launched its expected price-cutting campaign with a £7m package of price cuts covering 100 grocery items.

The price cuts, which will be implemented in Fine Fare's 515 stores today, are the latest move in the High Street supermarket price war. They follow the £5m price cuts announced last week by the Asda supermarket group and price promotions launched earlier last month by Tesco and J. Sainsbury.

All these promotional campaigns, reflect the continuing fierce competition between the grocery multiples rather than the onset of a major new offensive similar to that started by Tesco in the summer of 1977. At that time Tesco cut prices by between £20m and £30m, helped by dropping Green Shield stamps. Since then, the group has almost doubled its share of the market.

But it is acknowledged in the grocery trade that no multiple has the room for manoeuvre to cut rpices by such a wide margin.

Fine Fare's price cuts will represent a 10 per cent reduction on the 100 lines of special promotions. Prices will be held until Easter and the promotion may be extended beyond that date.

Fine Fare's market share of packaged groceries is estimated at 5 per cent, although it has 13 per cent of the market in Scotland. Tesco has a market share of 14.5 per cent.

The Fine Fare price cuts will be backed by a £1m Press and television advertising campaign.

Meanwhile, Asda yesterday said its price cuts last week led to a 20 per cent jump in sales. It also claimed to have received more than 2,000 telephone calls from people wanting to know the location of their nearest Asda store.

Grocers in superstore war. Page 21

Tourist Board defends 'expensive' London

BY JAMES McDONALD

THE IDEA that London is the most expensive city in the world to stay in is misleading and sometimes even unintentionally mischievous, Mr. Michael Montague, chairman of the English Tourist Board, said in London yesterday.

Publicity which resulted from a Financial Times survey on January 26 gave the impression that visitors had to pay more to stay in London than anywhere else on earth, Mr. Montague told a meeting of West End hotel managers.

"The fine print of the Financial Times report made it clear that only hotels in the first class *international* category had been surveyed, but, unfortunately, not many people read the fine print."

An impression was given "that £65.50 per night bed and breakfast is a going rate for first class accommodation in London.

"The very next day, the English Tourist Board chanced to run a national advertisement listing more than 30 leading London hotels which offer weekend breaks at prices ranging from just over £10 to just over £20 a night per person inclusive for bed, breakfast and VAT."

There were hotels in London charging £65.50 and more a night, but the majority of bedrooms, with bath, in London still cost less than £25.

"In any case, the basic cost of bed and breakfast is only part of the story. The Financial Times survey revealed that the prices of an à la carte dinner or a glass of whisky can be much cheaper in London than in many other cities."

P.O. union urges state aid for opto-electronics

BY ELAINE WILLIAMS

A CALL to the Government to provide £40m to support development of opto-electronics has been made by the Post Office Engineering Union.

Opto-electronics is the use of thin strands of glass fibre for telecommunications and other applications.

The union, in a study of optical fibre technology published yesterday, says the Government must accept responsibility to help work being carried out in this field.

It says the Government should grant the request for the £40m, made by the National Economic Development Office's electronic components sector working party last year.

The union study says: "It is time that the British Government and the Department of Industry woke up to the importance and potential of optic fibre technology. It is a fundamental building block in the creation of the information society of tomorrow."

About 70 per cent of all optical fibre will be used for telecommunications and the union is concerned that Britain's strong position in practical systems will be undermined by overseas competition if the working party's request is not met soon.

The union also wants the Government to sponsor an experiment in which a small community in Britain would be "wired up" with optical fibre cable, so that subscribers could receive telecommunications services not now available to them, such as videophones.

This would enable the UK to test practical application of optical fibres in the Post Office telecommunications network.

Comet cuts prices in bid to boost sales

COMET RADIOVISION, the retail electrical chain, is to cut its prices for electrical goods in an attempt to win a larger market share, writes Elaine Williams.

Reductions, amounting to an average of between 2 and 3 per cent, have been made because of increasing competition with other discount houses and Comet's dissatisfaction with its present market share of between 8 and 9 per cent.

Mr. Michael Hollingbery, Comet's chairman, said that the move showed the company's intention to keep Comet at the top of the discount league at a time when sales are less bouyant than in 1979. Last year the company achieved a pre-tax profit of £9.2m on a turnover of £168m.

Mr. Hollingbery said that the price cuts had been made to ensure that no-one could "undercut" Comet.

Compared with December prices, typical reductions are £12 off an automatic washing machine, £5 off a refrigerator and £5 to £20 off a colour TV set.

Comet, which has 153 stores in the UK, last year acquired Caledonian Holdings, which has another 77 stores in the Timberland chain.

● NEWS ANALYSIS: NEWSPRINT

Surprise for paper industry

BY WILLIAM HALL AND RAY PERMAN

THE NEWS that Wiggins Teape and Consolidated-Bathurst are preparing detailed proposals for a £100m newsprint mill at Fort William in Scotland has caused considerable surprise in the paper industry.

Wiggins Teape has been trying to solve the problem of its loss-making pulp mill at Fort William for a number of years. When it was *first suggested that* newsprint production was a viable alternative, Wiggins, which has no newsprint expertise, turned to Reed and Bowater for help. However, both companies turned down the offer of a stake in any new newsprint mill because they could not see how it could earn an adequate return.

The UK newsprint industry has been something of a disaster area in recent years. In 1969, home production peaked at 790,000 tons a year. Since then it has been mostly on the decline. Last year, the UK produced 364,000 tons—equivalent to just over a quarter of the country's 1.4m tons consumption.

Bowater is the biggest producer, making about 220,000 tons a year on five machines in Kent and Cheshire. The balance is produced by Reed, which operates three machines in Kent (155,000 ton capacity). Both companies have been losing money on newsprint production and have been reluctant to invest in new capacity.

A problem for UK producers is that newsprint prices have hardly moved over the last few years, even though energy costs have risen sharply. Bowater's present newsprint price of £233.67 a ton is virtually the same as it was at the beginning of 1977. Both Bowater and Reed insist that prices need to be raised by between £20 and £30 a ton if UK production is to be viable.

For these reasons, they are sceptical about plans for a new mill. The Forestry Commission in Scotland has estimated that *the delivered-to-mill woodprices* in Canada and the U.S. are half the level of prices in Britain and Scandinavia.

In addition, UK energy costs are much higher than in North America. The only consolation is that transport costs should be lower. Even so, Fort William is a long way from the main source of demand in the South of England.

In spite of these drawbacks, Consolidated-Bathurst, which produces more than 1m tons of newsprint in Canada, seems fairly confident that newsprint production at Fort William is a viable long-term proposition.

It still has to ascertain the cost and continuity of Scottish timber supplies, energy costs and the scale of Government assistance, but hopes to start construction of the new mill in July, with completion set for early 1983.

The planned output from the single machine will be 156,000 tons a year. Consolidated-Bathurst feels that, *at this scale of production, it will have a* competitive edge over other domestic producers. However, the company is keen to play down the competitive aspect and insists that the bulk of the output will be aimed at the market currently supplied by imports—mainly from Canada.

Consolidated-Bathurst, which will be the majority partner in the project is planning to produce newsprint for parts of the market poorly served by UK producers. One obvious area is the web-offset market, which Consolidated-Bathurst reckons consumed 230,000 tons in 1979. This is an area which is growing rapidly. It is supplied mainly by imports because UK output is limited to about 40,000 tons a year from one small machine on Merseyside.

Another areas is the growing market for lightweight newsprint to reduce distribution costs. Consolidated-Bathurst believes that present UK newsprint machines cannot produce paper of less than 45 grammes. The Fort William machine will be designed to produce below 40-gramme paper.

News of the project has given an added boost to the Scottish forestry industry. It comes shortly after the announcement from another major user of wood, the Caberboard plant at Cowie, Stirlingshire, that it will need a further 100,000 tons of timber a year to feed its new fibre-board process.

The new pulp mill at Fort William will be more efficient in its use of wood than the old, but will consume more than the present 300,000 tons a year.

Consolidated-Bathurst has carried out test in conjunction with the Forestry Commission and private growers and is satisfied with the quality of timber and the size, which compares favourably with the average tree size available in Canada.

The exact number of employees in the new *mechanical pulp* mill and the newsprint plant will not be known until negotiations with the unions are complete, but it could be 100 fewer than are presently engaged in the chemical pulping process.

Any reduction in employment would be a blow to Fort William, where new jobs are scarce. But it would inflict a wound far more easily healed than if there were to be outright *closure of the pulping* plant. In that case, 450 direct employees would lose their jobs, together with 600 others in forestry and haulage.

The changed position at Fort William has given renewed impetus to the planning that is already under way for the future of British forestry.

The UK presently imports about 91 per cent of its timber and timber product needs at an *annual cost of £2.5bn—one* of the largest contributors to the import bill. The country is unlikely ever to be in a position to escape from a heavy import burden, but increasing self-sufficiency by even a few per cent could mean substantial savings in import costs.

The Forestry Commission estimates that, by the end of the century, Britain will be able to produce 12-13 per cent of its own requirement of softwoods, with the proportion continuing to rise provided the right planting policies are maintained.

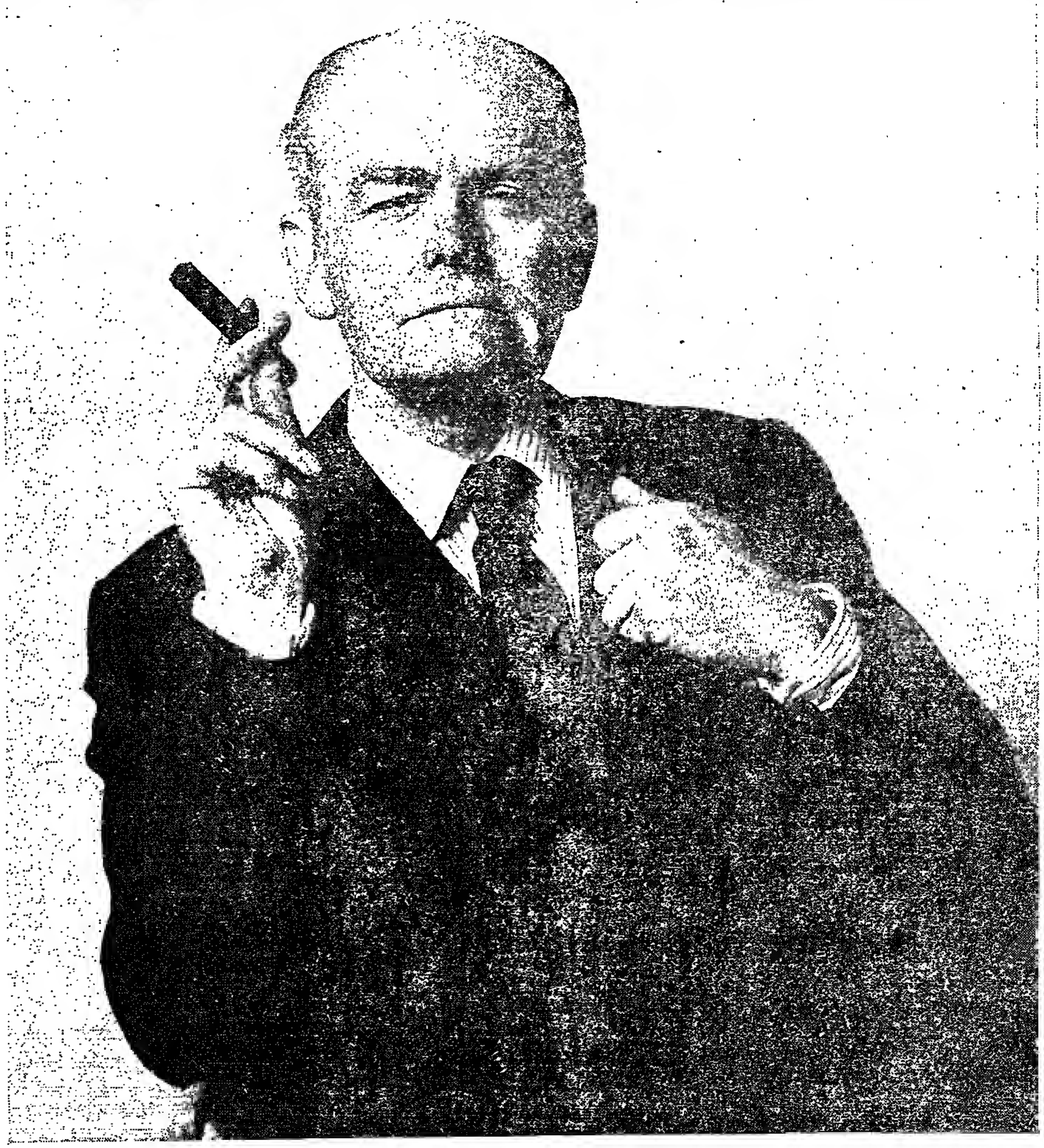
CANADIAN UK DELIVERED NEWSPRINT †

	Per tonne* £
1972	74
1973	84
1974	134
1975	156
1976	186
1977	233
1978	215
1979 (forecast)	218

* Based on 48.8 Gramme Paper.

† Aevareg prices.

Source: Phillips and Drew



UK NEWS — PARLIAMENT and POLITICS

Wales to get £48m help

BY IVOR OWEN

UP TO £48m is to be provided by the Government over the next two years for the acquisition of industrial sites and the building of new factories in South Wales in an effort to mitigate the loss of jobs from the contraction of the steel industry.

New opportunities for private sector as well as public sector enterprises were envisaged by Mr. Nicholas Edwards, the Welsh Secretary, when he announced in the Commons last night Cabinet authorisation for this new expenditure.

While welcoming the Government's recognition of the need for remedial action Mr. Alec Jones, Labour's shadow spokesman on Welsh affairs, insisted that the £48m was not anything like enough when South Wales faced unemployment on a scale not experienced since the 1930s.

The endorsed the estimate of the Wales TUC that the numbers out of work could reach 140,000 by 1981. But he failed to win any hint of a concession from Sir Keith Joseph, the Industry Secretary, when he called for Government intervention to enable the closure of the BSC plants at Llanwern and Port Talbot to be delayed for two years.

Sir Keith snapped: "Don't you realise that two years further on, the steel industry wil be even less competitive in relation to its rivals than it is today?"

Two year postponement, he said, meant that the cutback in BSC's operations would have to be "even fiercer than it may have to be now."

Mr. Edwards who refused to give any Government estimate of the likely rise in unemployment in Wales in the wake of the rundown of the steel industry, announced the £48m programme after reaffirming the Government's acceptance of its responsiblity to cushion the impact of change.

The prime need, he said, was for the acquisition, preparation and development of industrial sites together with a substantial programme of advanced factories within the areas most affected to take advantage of the excellent communications provided by the M4 and the trunk road and highspeed rail networks.

He also foresaw the need for a continuing programme over a number of years which could be worked out as the situation became clearer.

"What is needed now is to launch a new infra-structure programme so that we can get things under way and give people the assurance that action will be taken.

"I can now tell the House that within the reduced public expenditure programme we have been discussing, the Government are planning to make available some £48m over the next two years for remedial measures of this kind."

Mr. Edwards stressed that the major part of these additional resources would be allocated to the Welsh Development Agency which was preparing detailed plans. The Cwmbran Development Corporation would also have discussions with local authorities to determine whether it could develop industrial land in or around the new town as a contribution to providing alternative jobs in the Llanwern area.

Mr. Edwards emphasised that the £48m allocation would enable the Welsh Development Agency to get on without delay with a substantial programme of acquisiton and development of industrial sites.

Apart from the new programme, the WDA would be spending in the coming financial year about £12m under its normal programme in the areas affected by the closures, including £8.5m in Ebbw Vale and Cardiff.

Welsh select committee begins work

BY ROBIN REEVES, WELSH CORRESPONDENT

AFTER AN inordinetely long gestation period, a Commons select committee on Welsh affairs—the Conservative Government's alternative to a devolved Welsh assembly—is due to begin work today under the chairmanship of Mr. Leo Abse, the maverick backbench Labour MP for Pontypool.

The committee's birth has been plagued by parliamentary delaying tactics by the Government and the Opposition over the committee's composition and chairmanship.

It was agreed in October that Labour should take the chair but it proved impossible to constitute the committee when objections were raised to a succession of candidates.

Mr. Roy Hughes (Lab. Newport), Mr. Alan Williams (Lab. Swansea West) a former Industry Minister, and Mr. Donald Anderson (Lab. Swansea East) were all rejected by one side or the other before agreement was eventually reached.

Plaid Cymru's two MPs used blocking tactics to protest the exclusion of nationalist representatives. The committee is made up of six Conservative, four Labour and one Liberal MPs reflecting the Westminster balance of power rather than the respective party strengths in Wales at the last general election.

This inauspicious start, and indications that Mr. Abse has agreed to take the job for only a year, has not increased confidence that the committee will make a significant impact on the efficiency and sensititvity of government in Wales.

But the main question-mark over the committee's role remains unanswered. Will it seize the freedom to launch in-depth inquiries into burning Welsh political issues, or allow itself to be confined to a narrow functions of the Welsh Office and its nominated bodies?

In theory, the investigative watchdog role over some field is wide open. The Welsh Office is a multi-functional department with responsibility for many aspects of industry, housing, roads, water, health and local government in Wales.

But the Conservative majority on the committee may argue that the existence of 'other departmental select committees covering these specific areas preclude the Welsh committee from looking at, for example, the threatened mass redundancies in the Welsh steel and coal industries.

Indeed, the overlap leads some observers to believe it may prove impossible for a select committee which has a territorial mandate—Wales—to operate effectively within a Parliament which is responsible for the whole of the UK.

On the other hand, Mr. Abse is anything but a timid backbencher. Given determination by the chairman to succeed, the Welsh select committee could turn out to have an important impact on the political and administrative scene in Wales.

Joseph avoids pledge on steel

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

AN APPEAL to the unions and British Steel Corporation to end the "self-destructive" steel strike on terms which the industry can afford was made in the Commons yesterday by Sir Keith Joseph, the Industry Secretary.

He stressed yet again that the Government could not ask "the long-suffering taxpayer" to provide more money to underwrite a settlement. But, significantly, he cautiously avoided giving a direct answer when he was asked for a categorical assurance that the Government would not intervene and would not provide more money to end the dispute.

Although condemning the extension of the strike to the private steel sector Sir Keith was noticeably low-keyed when he answered questions about the possibility of amending the Employment Bill to deal with secondary picketing and sympathy strikes.

He claimed that despite the closedown in the steel industry, manufacturing production fell only about 1 per cent by the third week of the strike.

Mr. Patrick McNair-Wilson (C. New Forest) said there appeared to be lingering doubts in the private sector that the Government could be coerced into intervention in the dispute. He asked for a categorical and unequivocal statement that the Government would not intervene, would not usurp management functions and would not provide any more money.

Sir Keith replied that it was "deeply" in the interests of the steelworkers that they should become more competitive.

This theme was taken up by Mr. John Morris (Lab, Aberavon) who asked how long the Secretary of Stata and the Prime Minister intended to maintain their stance of non-intervention and allow industry to bleed to death.

Sir Keith told him: "We hope that management and the unions will soon be negotiating very seriously and with good results."

From the Opposition front bench, Mr. John Silkin, Industry spokesman, said it was the Government's refusal to intervene and the inaction and complacency of Sir Keith that was leading the country into the sixth week of the strike.

Sir Keith replied that Mr. Silkin was really asking the taxpayer to find more money. Yet most taxpayers had smaller earnings than the £112 a week average of the steelworkers.

Mr. Kenneth Baker (C. St. Marylebone) said that the Lords' decision last week reversing the Court of Appeal meant that the law on secondary picketing was in confusion. He urged the Government to take an early opportunity to clarify the law and narrow the range of trade union immunities.

Sir Keith agreed that it was "deplorable" that the law should allow the private sector, where there was no quarrel between employees and employers, to be called into the BSC dispute.

Ulster talks revival attempted by SDLP

BY STWEART DALBY IN BELFAST

THE MAIN Catholic party at the constitutional conference on Northern Ireland, the SDLP, yesterday attempted to bring the bogged down talks back to life by reintroducing into the proceedings the key concept of power sharing at the highest level.

The SDLP released a lengthy and very subtly worded position paper about local government in Northern Ireland. It reached two main conclusions.

The first was that since majority rule had not worked at a local level, it could not possibly work at the highest level which in the context of Ulster means fully devolved Cabinet rule.

Its second conclusion was that partnership (which is what it calls power sharing), at a local level has been seen to be successful in those areas where it has been executed.

The document entitled "Local Government in Northern Ireland—a Portrait of Future Regional Government?" said "what can happen at local levels can also happen at central levels."

It goes on to say: "Those who decry the partnership Government of 1974 do not decry its failure, hut are afraid of its success."

In other words, the SDLP is saying that it does not accept the veto of Mr. Ian Paisley, the main Unionist delegate at the conference on power sharing. The paper which in its present form will not be presented to the conference, will emphasise the successes of local government, run by partnership.

Last week Mr. Paisley effectively quashed the motion that a fully devolved Cabinet could emerge from the current constitutional talks on Northern Ireland by saying that any Cabinet would have to be made up by the majority Unionists.

The SDLP's minimum demand was that should a Cabinet emerge as a favoured ruling body, its minimum demand would be participation at the highest level.

The SDLP's document tries to show that in district councils where there has been a partnership—notably those of Derry, Down, and Newry and Mourne districts—the areas have flourished. The common factor in these three councils is either SDLP control or substantial representation on the councils.

The document adds on the other hand that councils such as Armagh, Ballymena, Banbridge, Coleraine, Cookstown and Craigavon which are Unionist dominated have maintained sectarian attitudes and practices of the former local authorities.

Northern Ireland has been run by direct rule from Westminster since 1972. An attempt at power sharing in 1974 collapsed after five months.

There are currently 26 district councils in Northern Ireland. Their powers are severely limited but activity within them is intense because they are the only forums to which politicians can aspire.

OBITUARY

Lady Summerskill, social reformer

BY PHILIP RAWSTORNE

BARONNES SUMMERSKILL, a vigorous advocate of social reforms throughout a parliamentary career that spanned more than 40 years, died yesterday. She was 78.

Lady Summerskill championed many causes, achieving notable improvements in particular in women's rights, child welfare and community health.

She fought a long and unsuccessful campaign to ban professional boxing, a sport she condemned in a book "The Ignoble Art."

Her Bill to outlaw the promotion of professional fights was thrown out by the Lords by only seven votes. But medical checks on boxers were tightened as a result of the controversy she aroused.

She was prominent also in the long anti-smoking campaign that eventually brought restrictions on cigarette advertising.

It was the poverty encountered in her early medical practice that turned her towards the Labour Party and a political career.

She was elected Labour MP for West Fulham in 1938, a constituency she represented until 1955 when she became MP for Warrington.

Lady Summerskill was largely responsible for the foundation of the Socialist Medical Association which pressed for the establishment of the National Health Service.

With less success she tried to introduce a new variety of fish, snook, into the British family diet.

Lady Summerskill became a Privy Councillor in 1949 and was Minister of National Insurance 1950-51.

Though she never again held Government office, her campaigns ensured that she remained constantly in the public eye.

In the House of Lords in 1964 she brought a 20-year fight to a successful conclusion with the passing of legislation entitling wives to a half share in marital property.

Three years later, the Matrimonial Homes Act ensured that a deserted wife could not be dispossessed of her home.

Lady Summerskill

EEC textile protection statement soon

BY OUR LOBBY STAFF

THE Government hope to make a statement by the end of the week on EEC action to protect the British textile industry against imports of U.S. synthetic fibres, Mr. John Nott, Trade Secretary, told the Commons yesterday.

Mr. Nott will be attending a Common Market Council of Ministers meeting in Brussels today dealing with imports of manmade fibres.

When MPs complained that imports of synthetic fibres were putting at risk jobs and firms in Britain's textile industry, Mr. Nott agreed that "great damage is being done to sections of the fibre industry.

"I fully accept that and this matter will be discussed in the Council of Ministers' meeting. I hope that by the end of the week we will be able to make a statement on the subject."

Mr. Nott said that 95 per cent of imports from low-cost producers of textiles were covered by some form of restraint. The present problems were caused by imports from developed countries, and that was the subject of the Council of Ministers' meeting.

Although promising that the Government would do its best to support the British textile industry by seeking agreements to limit imports, he warned the industry must also take action to remain competitive.

"There are continual changes in fashion and technology going on at present and the British textile industry must respond to them. We cannot run the textile industry on behalf of the directors of these companies."

● THE Government will not provide financial backing for a proposed world commodity centre in London, Mr. Cecil Parkinson, Trade Minister, announced in the Commons yesterday.

He said the Government had decided that in view of the need for further reductions in public expenditure, it could not provide finance for the building of new premises in London for the established commodity organisations and an associated conference centre.

"The Government is still prepared to consider any future proposal for establishing the common fund in London."

Customs and Excise 'can tap' telephones

By Our Lobby Staff

CUSTOMS and Excise can apply to the Home Secretary for a warrant to tap a suspect's telephone when investigating major fraud cases, the Prime Minister said yesterday.

In a letter to the Tory backbencher, Mr. Geoffrey Dickens who was calling for more information about the scale of phone tapping well before last week's revelations on the subject, Mrs. Thatcher said that the criteria suggested by the Birkett Committee in 1957 still applied.

The committee, she pointed out, said that Customs and Excise might be justified in seeking a warrant from the Home Secretary for interception when investigating a case involving a "substantial and continuing fraud which would seriously damage the revenue or the economy of the country if it went unchecked." That criteria she said, continued to be followed today.

Mrs. Thatcher insisted however, that interception was not used by Inland Revenue. And she stressed that Customs and Excise would consider using using telephone tapping in cases involving VAT abuses only when there was reason to suspect really large scale evasions.

More than 31 MPs have signed a backbench motion calling for the appointment of a committee to investigate the matter.

● THE TOTE was involved in malpractices in the two years to last July but the transmissions did not involve any breach of the common law or any statutory provisions, a Government appointed inquiry concluded yesterday.

Following criticisms of some of the methods used by the Tote last year, the Home Secretary asked Mr. Aglionby, a Recorder of the Crown Court, to carry out an inquiry

Cool reply to Olympic Games switch

By Richard Evans, Lobby Editor

THE Prime Minister received a cool reaction yesterday from British sports officials to her suggestion that the Olympic Games should be removed from Moscow this summer following the Russian invasion of Afghanistan.

Members of the Central Council for Physical Recreation and the Sports Council both told Mrs. Thatcher in talks at 10, Downing Street that they thought the idea was impractical.

In response, the Prime Minister accompanied by Mr. Hector Monro, Minister for Sport, recognised there were great difficulties in re-siting the games but she did not think these were insuperable. She reminded the officials that around 45 countries had now called for the Games to be boycotted or moved.

The International Olympic Committee is to meet at Lake Placid on February 13 during the winter Olympics to consider the future of the summer Games. The British Olympic Committee will meet again in early March to consider the Government's attitude.

Continuing efforts will be made internationally to see if alternative venues can be found for various sports, but the indications are that these plans will no receive a favourable response from the sporting community.

LABOUR

SUBTLE SHIFT UNDERLIES STEEL SCENE

After the dust settles . . .

BY CHRISTIAN TYLER, LABOUR EDITOR

FOR THE general secretary of the Iron and Steel Trades Confederation to be overturned by his lay national executive must be as rare an event as the national steel strike on which the union has embarked.

But it happened on Friday, when Mr. Bill Sirs was virtually alone in speaking against the immediate reimposition of the sympathy strike in the private sector.

Moreover, it had been only with the greatest difficulty that Mr. Sirs had persuaded the executive earlier last week to obey Lord Denning's Court of Appeal ruling and to suspend action pending the verdict of the House of Lords.

These two instances serve as proof, if proof were still required, that the strike against the British Steel Corporation is not a one-man vendetta against an employer by a trade union autocrat. They illustrate, too, the subtle shift of power that has been taking place since Mr. Sirs himself loosened the reins on taking office.

Outwardly, the ISTC may look much the same as ever—politically moderate (Right-wing Labour), industrially disciplined, unsophisticated, self-contained, and extremely jealous of its status as *the* steel union in an industry that boasts at least 13 of them.

● On the TUC general council Mr. Sirs aligns himself with articulate moderates like Mr. Cid Weighell of the National Union of Railwaymen and Mr. Frank Chapple of the Electrical, Electronic, Telecommunication, and Plumbing Union.

● It was to his union that Mr. James Callaghan turned when he needed a platform for his pre-Party Conference rallying of the Labour Right.

● The union has been cultivated by Mr. Denis Healey and Mrs. Shirley Williams. (Mr. Sirs is now cashing that cheque by seeking front-bench Opposition support for his battle with the BSC but the divided Parliamentary Labour Party has been too hamstrung by its own affairs to be of much help.

● Many of the ISTC's officials in the regions are Labour Party stalwarts, local councillors or prospective MPs, and this political ethos appears to have been scarcely dented by the younger and more Left-wing shop-stewards.

● And it is probably no accident that the ISTC was the first trades union to invite a member of the Royal Family, Price Charles, to address its conference, Brother Windsor being treated as one of the family for a few hours.

Yet the union has been changing. Mr. Sirs instituted an annual conference four years ago. And although the conference is a consultative affair, unable to tie the national executive to particular policy lines, it at least gives the rank-and-file their first chance to disagree in public with the leadership.

Last year's conference was marked not only by the royal visit but by emergence of a pressure group which circulated delegates with a programme for internal reforms. Some ISTC leaders, including Mr. Sirs, denounced the group as being unconstitutional Left-wing plotters. Yet demands of the reform group—mainly for more proportional representation on the national executive—would scarcely have counted as radical in any other trade union.

But the real focus of change is the national executive, which has taken advantage of Mr. Sirs's more open style of government to develop its own personality. The national steel strike has given that personality full voice.

If the national executiva of 21 laymen is no longer the tame animal it was under Mr. Sirs's predecessor, the secretive Sir Dai Davies, it is not split along political so much as regional lines. There is no Left-Right faction fighting as, say, in the miners' or in the former engineers' executives.

Numerically it has been dominated by South Wales, which recently accounted for no fewer than 10 of the seats. This is made possible by a system which combines regional seats with trade seats, rather like that employed by the transport workers.

The national executive has taken advantage of Mr. Sirs' more open style of Government to develop its own personality. The national strike has given that personality full voice.

Generally the two South Wales divisions and South Yorkshire form a tight, influential aliance. On the other side is a loose coalition of Scotland, the North-East and West Midlands and the North-West. Few of the executive are publicly prominent, a notable exception being the Left-wing Mr. John Cowling from Corby.

Those who complain about the self-perpetuating oligarchy from South Wales are as anxious as the unofficial reform group for a rule-change that would dilute its influence, possibly by abolishing the 11 trade sections.

Union officials, including Mr. Sirs, do not have a veto but the lay president has one extra casting vote. Executive councillors sit for a three-year term.

The ISTC lives in a hostile world. Although numerically dominant—with 107,000 members in the industry ranging from ancillary workers to management grades—it is desperately anxious to retain its autonomy and expand its coverage. There is no love lost between the ISTC and the seven craft unions, for instance, whose aggregate membership is increasing as a proportion of the total workforce.

Mr. Sirs also keeps a wary eye on the transport workers, whose lack of discipline at local level he views with distaste, and which he may suspect of wanting to take his union over.

The steel unions' chronic inability to sit down together may become even more acute. The craft and general unions—extremely reluctant to strike in the first place—have been looking for a separate settlement. That division could even lead to the collapse of the TUC steel committee—the only union forum the industry has—when the strike is over.

Mr. Sirs has, however, found an ally in the blastfurnacemen, a shrinking but defiant union, and some believe that Mr. Hector Smith, the blastfurnacemen's general secretary, would like to make the alliance permanent when the dust settles.

Warning to TV staff who seek franchises

BY GARETH GRIFFITHS, LABOUR STAFF

TRIDENT Television, one of the largest independent television companies, has warned its employees that if they join a group applying for the Trident franchises they should resign immediately.

The warning, which applies to all staff at Yorkshire and Tyne Tees Television, is given in a letter written by Mr. Ward Thomas, chairman and managing director of Trident.

Television unions are worried about the implications of the letter and are afraid other ITV companies will put similar pressure on staff not to be openly critical of existing broadcasting arrangements.

The letter says: "So long as they are in the employment of the company, they should refrain from any statement or comment, whether attributed to them or not, the effect of which would be to denigrata any programme contractor, the IBA or the ITV system as a whole."

Staff should also inform the company if they want to join a consortium applying for franchises outside Trident areas. They should also not allow outside activities to interfere with their duties to the Trident group.

Mr. Alan Sapper, general secretary of the Association of Cinematograph, Television and Allied Technicians described the Trident stand as an "infringement of basic civil rights."

The ACTT has supported the idea of worker co-operatives applying for the ITV franchises and the Trident letter poses a serious threat to this proposal.

Trident said the conditions in the letter were almost identical to those contained in employment contracts. The company had a right to protect its commercial interest.

Bigger Civil Service unions may gain power

BY PHILIP BASSETT, LABOUR STAFF

CIVIL SERVICE unions are likely this week to approve radical changes in the policy-making body covering all nine unions which will leave effective control in the hands of the largest, and exacerbate divisions between them and the smaller unions.

The general secretaries of the unions met yesterday. The meeting of the full Staff Side of the National Whitley Council is expected to take the decision on Thursday.

The largest three unions involved, the Civil and Public Services Association; the Society of Civil and Public Servants; and the Institution of Professional Civil Servants have tabled a motion for the meeting seeking agreement on the changes in the Staff Side they have proposed.

The alterations, based largely on an SCPS discussion document on Staff Side structure circulated last autumn, will give formal recognition of the two separate levels of power there.

The changes would establish a separate negotiating committee consisting of officials of the three large unions. This would give them considerable say in influencing decisions on such matters as pay, which would nominally still be dealt with by all the unions individually.

They would also expand the size of the Staff Side from its present total of 22 seats to 63, and establish representation on the enlarged side on the basis of size of membership, which would give the unions an overall majority of seats.

The smaller Civil Service unions have attempted to move against the changes, but since the three unions control 16 of the present seats the vote on Thursday is expected to approve them.

Mr. Les Moody, general secretary of the small Civil Service Union, has threatened to resign from the Staff Side if the changes are approved, though there is some doubt as to whether he could persuade his executive to give him full support.

1,500 walk out at Jaguar

TWO Jaguar car factories in Coventry were disrupted yesterday when 1,500 men walked out at the Brown's Lane assembly works and about 70 axle fitters went on strike at the Radford engineering plant.

The 1,500 were already banning overtime in protest over the BL wage regrading plan, which puts some of the top skilled men at the factory into a lower grade. They walked out when talks broke down.

The axle fitters were upset when the management called in rectification workers on Saturday morning. The axle-fitters claimed that they could have done the work on overtime.

Joint claim agreed for builders

By Nick Garnett, Labour Staff

A JOINT CLAIM for building and civil engineering workers, including full consolidation of all outstanding supplements and a substantial increase in consolidated rates was fixed yesterday by construction unions.

The claim does not include a specific increase in basic rates although it does refer to the existence of a £3 an hour rate, on some sites for some craftsmen.

The four unions on the operative side of the building and civil engineering joint board are also seeking an extra week's holiday in summer, a 35-hour week and the abolition of what the unions say are penalty clauses.

This refers to instances for example where employers cut holiday pay—if workers fail to report for work immediately before or after statutory holidays—in an attempt to cut absenteeism.

The claim, due for settlement in June, also seeks substantial improvements in shift premiums and plus rates and a minimum overtime rate at double time.

The unions, who will meet employers later this month over pay, are also looking for improved travel, subsistence and tool allowances.

The four unions—UCATT, TGWU, the General and Municipal and the Furniture and Timber workers—also want severance arrangements linked to specific conditions on individual sites.

ASTMS branch backs Tories

MR. LOUDON PARKIN, a 53-year-old technologist, of Pinner, asked a High Court judge yesterday to rule that part of the 10p a week voluntary political levy paid by Harrow branch ASTMS members could go to Conservative funds and not, as the union contended, only to the Labour Party.

Mr. Parkin, backed by 16 branch colleagues, argued that union rules provided for one third of a branch's political levy to be returned to the branch to be used for its own political ends. In July, 1978, Harrow levy-paying members decided they wanted their money to go to the Conservatives.

The hearing continues today.

Deadlock at hospital

A TWO-MONTH dispute over working rotas at the Royal Liverpool Teaching Hospital seemed deadlocked last night with the possibility of a large-scale walk-out by 1,000 ancillary staff.

هكذا من الاصل

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● INSTRUMENTS

Faults in buried cables can be quickly located using this equipment marketed by the 3M TelComm Products Group.

Finds the pipe runs

LATEST entrant to the underground pipe location market is 3M, which has just announced its Dynatel 573, a portable unit that will not only identify and trace a buried pipe but can also detect a cable sheath fault and determine its location even where there is a congestion of other pipes.

Transmitter and receiver units are transported together in rugged waterproof case and in addition a lightweight earth contact frame is supplied for sheath fault location.

The transmitter generates a 300 kHz tracer signal which can be applied to the cable by direct connection, through induction (by placing the transmitter on the ground directly above the cable), or by close coupling with a split ring inducer.

A loudspeaker on the handheld receiver emits a tone which enables the position of the cable to be found by observing a simple "to-from" meter. Standard null or peak methods are also available.

For depth measurement, the receiver is placed on the ground over the cable, adjusted, and then raised until a specific meter indication is given, the unit then being as far above ground as the cable is below.

A sheath fault is traced using the leakage to earth of the signal from the cable. By carrying a lightweight earth contact frame which is colour-coded in accordance with the direction meter, the operator can pinpoint the leakage to within two to three inches.

More from TelComm Products Group, 3M United Kingdom, P.O. Box 1, Bracknell, Berks RG12 1JU (0344 58310).

Stops the crackle

AS THE sensitivity levels of modern communications receivers sink below the microvolt level the likelihood of trouble from radio frequency interference looms larger.

Its presence will be obvious: finding where it is coming from, on vehicle mounted equipment for example, is less easy, which has prompted Evershed and Vignoles to introduce a rugged band-held RFI detector for mobile radio applications.

RFI sources can generally be suppressed and screened to an acceptable level but after a period in service screen couplings and earth bonds can become loose or can corrode. Often such faults will not become evident until the receiver is used at maximum range.

The TU80 has a built-in capacitive aerial and checks can be made in the HF and VHF bands. The broad-band radio frequency amplifier is peaked to give maximum response at either of two selected frequencies and the RF field detected is indicated on the meter, or a tone can be heard in headphones.

Powered by two 9V batteries, the instrument measures 300 × 135 × 35 mm and weighs 700 grams.

More from Acton Lane, Chiswick, London W4 5HJ (01-994 3670).

Analysis of colour

MADE BY Neotec Instruments in the U.S. and available in the UK from Henry Simon, P.O. Box 31, Stockport, Cheshire SK3 0RT (061-428 3600) is a colour measuring instrument using a microprocessor to provide accurate and versatile measurements.

The unit is called Digi-Color and is suitable for colour analysis in the food, pharmaceuticals, plastics, paint and textile industries.

Incorporating automatic self-standardisation, Digi-Color is easy to operate and no special training is needed. It is supplied suitably programmed for a number of colour measurement techniques including RGB, CIE and Lab, and will evaluate differences from reference colours. A crt monitor presents the results together with other information such as yellowness and whiteness indices.

Colour differences which exceed pre-set tolerances automatically operate an alarm system to emphasise that colour correction is required.

The system is supplied complete with screen, keyboard, cassette unit and a programme cassette.

● IN THE OFFICE

Weighing up the mail

POSTAL SCALES for the smaller office have been introduced by Pitney Bowes, The Pinnacles, Elizabeth Way, Harlow, Essex CM19 5BD (0279 26731).

This accurate unit, called model 4918 has a rate chart that shows first and second class rates up to 500 grams, including European and surface charges. The chart can be changed quickly and easily to accommodate rate changes.

The unit also acts as a check scale; its operator simply sets the sliding beam poise on the 60 gram division that indicates the start of the next charge rate: there is no need to visually check the weight of every single borderline letter and package—if it is 61 grams, the poise over-balances and lets the operator know at once that the higher charge rate should apply.

The capacity of the 4918 scale is up to 500 grams, indicated at 10-gram intervals.

● TRANSPORT

Tube train data link

SOME 75 new trains on London Transport's District Line, now starting to come into service, will have data systems by Plessey.

Working on a data highway arrangement of a single two-pair cable running the length of the train, the system has perfunction outstations communicating with a control station in each of the driving cabs.

Only certain non-vital functions will be covered; the control station can interpret and display data sent from the outstations and can send control instructions back to them.

The outstations can also monitor their own condition, advising the control station of any change. The use of microprocessors in each equipment provides a flexible and distributed processing system and data can be analysed locally to minimise transfer of signals to and from the control centres.

Hardware at the outstation is identical, each function being determined by software: the specific program is selected by local links.

● COMPUTING

Chip will do the arithmetic

PERIPHERAL integrated circuit devices for arithmetic that can be connected directly to the 8080, 8085 and 8088 microcomputers and to other general purpose processors with eight bit data buses, have been introduced by Intel.

The 8232 is a floating point device and will perform 64 bit double precision or 32 bit single precision addition, subtraction, multiplication and division. Most likely applications will be in scientific instruments that require calculation to be carried out over a wide dynamic range to high accuracy. Single precision 32 bit accuracy will be used on those occasions when speed is more important than precision.

Processing time depends on the data however, a typical single precision multiply taking about 100 microseconds.

Another device, 8231, is for fixed point computation and is suitable for process and industrial control applications needing a real time facility over a smaller dynamic range. As well as performing 16 and 32 bit function arithmetic, it can also find the trig functions, logs, exponentials and powers.

More from 4 Between Towns Road, Cowley, Oxford OX4 3NB (0865 771431).

● HANDLING

Bags weighed while on the move

A PORTABLE weigh-counter and an in-motion bag weighing unit have recently been announced.

The latter has been designed by Toledo Scale and is designed for operation under hostile conditions. Known as the 9484, it provides a true weight output rather than the deviation from zero which is the more conventional method of checkweighing, giving data that is suitable for further processing. Four precision strain gauges under a short section of conveyor feed a digital indicator above, with plus or minus zones (two on each side of the target) that can be adjusted. At a recent installation at ICI, 50 kg bags of chemical are being weighed at 1,400 bags/hour. Fir Tree Lane, Groby, Leics. (0533 876435).

From Richard Simon and Sons, Park Lane, Basford, Notts. (0602 277721) comes a portable battery operated counting scale — it has the advantage that it can be taken to the location of the components to be counted, rather than vice versa. Designated model 5835, it offers a range of sample sizes ascending decimally from five to 100, and can be connected directly to a label printer.

● ELECTRONICS

Forms a 'flat panel' screen

CANADIAN company Ontotek has recently developed a miniature light emitting diode (LED) which can be fabricated into a multi-diode flat panel for use as an alternative to cathode ray tubes or electro-mechanical devices.

The device produced as a joint venture between the U.S. Air Force and the Canadian Department of Industry is a four by three inch screen containing some 49,000 diodes, each of which is only eight thousandths of an inch in diameter. The device is under evaluation by the USAF and is intended as a replacement for the mixture of dials and crt displays used at the moment in aircraft cockpits. There would clearly be applications in industry, particularly in process control.

Such displays can be computer controlled, are estimated to have a mean time between failure 20 times better than the crt, and what is more they will "degrade gracefully"—even if many thousands of the diodes fail, the display could still be readable.

More from the UK agent, Bowmar Instrument, 45 High Street, Weybridge, Surrey.

Micro may not be best solution

IN VIEW of the fact that the microprocessor has suddenly caught the public (and the establishment's) eye after a largely ignored seven year period of nascency, even engineers can be forgiven for feeling that it is the answer to everything.

The IEE says that "it is perhaps excusable to think of most system design problems with a control content as having a microprocessor-based solution."

To clear the air as it were, the institution is to hold a half-day colloquium entitled "Alternatives to Microprocessors" on Tuesday February 19 at 2.00 pm, at Savoy Place.

Director of GEC's Hirst Research Dr. D. Roberts will open with a talk on customised electronics and he will be joined by the technical director of Royal Microelectronic Services, Dr G. F. Vanstone, who will cover design using a mixture of custom and standard LSI chips.

The Institution of Electrical Engineers, Savoy Place, London WC2R 0BL (01-240 1871).

● MACHINE TOOLS

Will cope with big components

WORKPIECES up to 1150mm diameter and weighing 4000 kg can be handled by the Gemturn VT1100 CNC vertical turning machine, according to the company marketing it, N.C. Engineering.

This machine has a 50 hp motor which drives the table, an 8-tool automatic tool changer and a CNC unit which provides constant surface speed control. The automatic tool changer is numerically controlled and the tool ram has an instant automatic locking system to clamp the toolholder.

Overall diameter of the table is 1250 mm and its thickness is 150 mm. Maximum and minimum chucking diameters are 900 mm and 200 mm respectively. Table speed is infinitely variable over the range 6-185 rpm but optional ranges of 7-222 rpm or 9-280 rpm are also available.

Depending on the specification required, price of the machine ranges from £80,000 to £90,000. N.C. Engineering is at 26 Benskin Road, Watford, Herts WD1 8NW.

● COMPONENTS

Senses high temperature

HIGH PERFORMANCE integrated circuit temperature sensors, claimed to be the first ICs specified for use up to 200 degrees C, have been developed by National Semiconductor, 301 Harpur Centre, Horne Lane, Bedford (0234 47147).

This monolithic, two lead device is designated LM135, operates over a −55 to +200 degrees C range and is claimed to be accurate to one degree.

It acts like a shunt regulator states National, with the voltage proportional to temperature and can be likened to a zener diode. At 25 degrees C the voltage is 2.98 volts and the operating current can be anywhere from 0.5 to 5.0 mA with no change in electrical performance.

Although it is supplied with initial accuracies of plus or minus one, three or six degree C, with the addition of a potentiometer using a third connection, any device is easily calibrated to better than one degree C. Calibration at 25 degrees C is claimed, ensures accuracy over the full temperature range.

Applications are expected in heating and cooling controls, instrumentation and in vehicles. Sealing can be hermetic or plastics.

JOBS COLUMN, APPOINTMENTS

'Sheep with five legs, one doubly strong'

BY MICHAEL DIXON

"ONLY THOSE earning at least £45,000 a year need apply," wrote management consultant Jo Jacobsthal, nonchalantly, from his office in Fribourg, Switzerland. By that, he added, he meant £45,000 exclusive of fringe benefits in kind.

Since the person he is seeking for the managing Board of a European multinational is a technologist - turned - senior - executive, it struck me that the £45,000 stipulation might cut out a good many capable candidates from the United Kingdom, at least. So I rang up and put the point to him.

"Ah, I know you are all badly paid in the UK," he answered, trying not to laugh. But all the same, he felt that any applicant not already earning £45,000 or more in money, would need to offer a highly cogent explanation as to why not.

"Here, you see, we are wanting not only the usual five-legged sheep, but one whose extra leg is of double strength," Mr. Jacobsthal added. Whatever the deprivations of UK managers, he felt that such a creature with earnings as stipulated would doubtless be among the Jobs Column's international readership.

The recruit is needed to be responsible to the £400m-turnover group's chairman for its internationally scattered production of precision equipment and systems for industry and commerce, and also for its centralised research and development. The R and D, which accounts for about 4 per cent of turnover, is done at a site in the Benelux area where the new technical director will be based when not visiting the far-flung factories.

One of the required "legs" is managerial experience appropriate to a Board seat in a 5,000-employee group. A second is commercial-mindedness including familiarity with marketing. Another is capability of managing both a decentralised manufacturing operation and a concentrated R and D effort. A fourth is copious know-how in engineering, preferably electronic. And the extra "leg of double strength" is scientific ability sufficient to command the respect of the high-flying research staff.

So one can perhaps understand Jo Jacobsthal's thinking that if such a person is not earning at least £45,000, then he or she must either have some clear reason for same, or be stark, raving mad.

Fortunately for UK readers still in with a chance, he has not added a further high hurdle in the form of a demand for skill in Continental languages. Fluency in English is the only linguistic necessity, although another major tongue would be a help, especially if it is German. The age indicator is about 38-45.

For anyone who meets these requirements, Mr. Jacobsthal adds, the last thing likely to prove a problem in further negotiations is the pay and perks obtainable in the new job. Inquiries to him at European Marketing Systems, 5 Avenue Beaumont, CH-1700, Fribourg, Switzerland; telephone (0)37 24 32 80, telex 36152. Being unable to name the employer, he—like the recruitment consultant to be mentioned below—guarantees to honour any applicant's request not to be identified to the client until permission has been given.

Sales director

"ONLY THOSE earning at least £25,000 a year need apply," says recruiter David Dumbelton, of the Dirk Degenhart and Partners consultancy, about the sales director he seeks for a company in the double-glazing business.

Based in a pleasant city a bit more than two hours from London, the newcomer will be responsible to the managing director of the company for its whole sales and marketing activity. The job thus includes preparing marketing plans and dealing with advertising agents and other sales promotion specialists, making experience of such activities, together with numeracy, important qualifications.

But still more important, I gather, is a record of personal success first in selling and then in sales management in a highly competitive market. And if the experience includes managing a largely self-employed salesforce, so much the better. The age range is around 30-45.

Rewards will consist of a negotiable combination of basic salary, commission, and equity share to a total which Mr. Dumbelton will not disclose.

My own guesstimate would be a base salary of around £15,000 or so, with the rest attuned to raise the total to at least £40,000 or, for outstandingly qualified candidates, £50,000-plus.

Inquiries to Mr. Dumbelton at 140 Sloane Street, London SW1X 9AY; he is out and about a lot, but telephone callers should be able to trace him by way of 01-730 0341.

Free speech

"ONLY THOSE prepared to work for at most £10,000 salary need apply," says Mark Bonham Carter. But the job he is wanting to fill is, to my mind, very special indeed.

It is the directorship of the Writers and Scholars Educational Trust which exists to expose and combat restrictions on the expression of free thought, wherever and by whomsoever those restrictions are imposed. The post is open because Michael Scammell, who has held it since the trust started in 1972, wants to concentrate on his forthcoming book on Alexander Solzhenitsyn.

Literary capability on the same scale is not essential in Mr. Scammell's successor. But an affinity for literature is required because the new director will be in continual contact with writers, both eminent and unrecognised. The latter variety include many who live under regimes of one sort or another which ban free expression, and whose work is smuggled to the trust's London offices. There it is published once every two months in a magazine called Index on Censorship, for which the director has overall editorial responsibility although the magazine's production is in the capable hands of assistant editor, George Theiner.

Among the other nine full-time and four part-time staff are Philip Spender, in charge of administration, and experts on the Middle East and Africa, Asia, and Latin America who produce research reports as well as contributing to the magazine.

Ability to manage the staff must be combined with ability to "exploit" the trust's 16-strong council, says chairman Bonham Carter. The other 15 are David Astor, Robert Bernstein, Louis Blom-Cooper, Edward Crankshaw, Stuart Hampshire, Dan Jacobson, Lady Longford, Sir Roland Penrose, Peter Reddaway, Jim Rose, Evelyn de Rothschild, Lord Sainsbury, Mrs. J. Edward Sieff, Stephen Spender and Tom Stoppard.

I hasten to add that by "exploiting" the council, Mark Bonham Carter does not mean squeezing them for more contributions than they make already. The £15,000 that the trust will need in addition to its already expected £60,000 income this year, will have to be found elsewhere, and the new director will be much occupied in finding it.

One source is increased sales of the magazine at home and abroad, possibly by cultivating small "agencies" of like-minded people in other countries. Another need is to make the trust and its activities far better known generally than they are today, by fund-raising and other public relations campaigns. So the director will have to be capable of drumming up popular support, and of doing so not least through the media.

"Apart from the opportunity to earn broadcasting and writing fees, and the abysmal salary," Mr. Bonham Carter says, "we can't afford to offer much more than the challenge."

Written applications only to him at WSET, 21, Russell Street, Covent Garden, London WC2B 5HP.

Peterlee Development Corporation

INDUSTRIAL DEVELOPMENT OPPORTUNITY

SALARY UP TO £12.742

FOR THE RIGHT PERSON
Peterlee Development Corporation enters the 1980s with an accelerating programme of factory construction — some 500,000 sq ft will become available in the coming months to assist in the National and International search for Industry, further Industrial Promotion Officers are required.

TRAVEL

Duties of the posts will include overseas travel, reception of industrial visitors, liaison with Official Bodies and Established Industry, and some research work.

EXPERIENCE

Previous experience in Industrial Development is important. Experience in Industry or the Professions could be useful but above all personality and enthusiasm is essential.
Salary will nominally be up to £8,001 (inclusive of supplement and subject to review). However, an opportunity exists for the right applicant of proven ability where the starting salary could be as high as £12,742 per annum (inclusive).
In addition to the above a car allowance is payable and assistance may be given towards the cost of removal and other costs incurred. There is a contributory superannuation scheme and the Corporation's conditions of employment will apply.
Applications in writing, giving details of age, experience, etc., should be sent to:
E. C. Simpson
Director of Administration and Finance
Lee House
Yoden Way
PETERLEE SR8 1AA
To arrive not later than Monday, 25th February, 1980

£6,000 accountancy appointments £9,000

High-flying Accountants

Ready for take-off?

London
Up to £9500

Our Corporate Finance Group has traditionally been a launching pad for young accountants with high potential to progress to key positions in both our UK and overseas operations. In recent months members of this group have taken up senior appointments in ICL operations in Paris, Rio and Nairobi as well as in various UK locations.

We need two Senior Accountants, probably mid-20's, with the ambition and ability to take advantage of the excellent career opportunities which ICL has to offer. One appointment calls for a recently qualified accountant keen to make the transition into industry, with experience of auditing the consolidated accounts of a major group of companies. The second appointment calls for at least one year's post-qualification experience, ideally relating to investigations in a large multinational group.

Please write, with full details, to Peter Sandham at ICL, 93/99 Upper Richmond Road, Putney, London SW15 2TG or telephone him on 01-788 7272 ext. 4367 quoting reference FT1610.

International Computers
think computers – think ICL

ICL

RH

GERMANY

Career Prospects **60,000 DM**

U.S. group seeks an accountant with the ability to speak German to be based at its subsidiary Head Office. You will make independent reviews of the financial controls, profitability at the operating units and assess the effectiveness of the computerised systems. Some 30% travel within Europe will be necessary. This position has arisen due to promotion and future prospects exist in Europe or the U.K.

ACA/ACCA for Finance Sector

City **£8,000 + Bens.**

A well established finance house, itself an autonomous subsidiary of an international commercial group, wishes to appoint a recently qualified person to its existing team. This broad based position will offer practical experience in financial and management accounting, bugeting and financial analysis. Systems are computerised and there will be involvement in multi-currency transactions. The attractive salary package will include a non-contributory pension scheme, annual bonus and free lunches.

FINANCIAL ACCOUNTANT

W. London **£8,500**

An enterprising company, operating within the offshore oil industry, seeks a young qualified accountant to report to the Chief Accountant. The person appointed will control a small staff who maintain subsidiary ledgers, all of which are computerised. The job is also responsible for the preparation of regular management accounts, cash projections and the investment of surplus funds. Demonstrated ability will be quickly rewarded.

MANAGEMENT ACCOUNTANT

Home Counties **£8,000**

An American corporation producing pharmaceutical and healthcare products has 2 vacancies for management accountants. Applicants must be qualified preferably with some manufacturing experience. The role of Production Accountant involves establishment of standards, budgeting, variance analysis and forward planning. The job requires close attachment to the manufacturing process. The responsibilities of the Marketing Accountant are commercially based and involve liaison with Marketing, Distribution and Administrative Managers. Excellent scope for career developments.

FINANCIAL ANALYST

N. London **£8,000**

An excellent training ground for the future for a young newly qualified or part qualified accountant with an industrial or professional background. This household name manufacturing company seeks an additional Analyst to augment its strong Financial Planning team. The provision of management information, capital and investment appraisals, budgets, long range planning, profit forecasting — these are some of the areas in which the new member would become involved.

Lee House, London Wall, London EC2Y 5AS. Tel: 01-606 6771

ROBERT HALF
Accountancy & Financial personnel specialists

APPOINTMENTS ADVERTISING

Rate £19.50

Per Single Column Centimetre

Financial Accountant

Early/mid 20s - Nearly qualified ACA/ACCA

West End **up to £8,000**

This position, within a major British manufacturing group, will provide a young Accountant with all round experience and excellent career prospects.
This is a head office appointment, reporting to the Group Financial Accountant and the successful candidate will be fully involved in a wide range of duties including budgeting, forecasting, the preparation of a comprehensive monthly reporting package and statutory accounts.
Candidates should have just qualified or be about to and have had training within a large company or professional firm with experience of preparing consolidated accounts involving minorities, associated and overseas companies.
Essential qualities are personality and the ability to communicate effectively at all levels. Encouragement and assistance will be given if necessary to complete qualification.
Excellent fringe benefits include heavily subsidised lunches, free BUPA and generous staff discounts.

Please contact: Mrs. Hilary Kirkham, quoting Ref. S142.
RSVP Recruitment, 351 Oxford Street, London W1R 1FA.
Tel: 01-629 2667.

RSVP

BMW (GB) LIMITED

CASH MANAGEMENT ACCOUNTANT

c£8,500 + CAR LEASE

We need a young, professional person who has in-depth experience in monitoring and advising senior management on cashflow, cash forecasts, loan agreements, credit control, banking and foreign currency operations, for our recently established prestigious head office in Bracknell, Berkshire.

If you desire the challenge of a demanding, commercial environment within a rapidly developing company which offers a good salary plus benefits, including car lease, Private Patients Plan, and holidays rising to 25 days per annum, then please apply to:- Diane Bretherton, BMW (GB) Ltd., Ellesfield Avenue, Bracknell, Berks. RG12 4TA. Tel: 0344 26565.

WALT DISNEY PRODUCTIONS

EUROPEAN AUDITOR

We are actively engaged throughout Europe in film distribution, production, merchandising, music and other related activities.

An interesting position has arisen as Auditor for our European operations. We are seeking a qualified accountant with a mature outlook or a person who has had similar audit experience. A knowledge of languages and Continental accounting procedures would be a helpful plus.

The responsibilities will include reporting on the operations in each country and additionally there will be work on special projects. Duties include extensive travel throughout Europe and the Middle East. An attractive salary and living expense package will be offered to the successful applicant.

Applications, giving details of experience, should be sent to:

H. Ross, Director Administration
WALT DISNEY PRODUCTIONS LTD.
68 Pall Mall, London SW1Y 5EX

ACCOUNTANT / ADMINISTRATOR

LONDON

We are currently seeking an Accountant (M/F) aged 30-40 with at least five years' experience in accounting and office administration. Reporting to Senior Representative in UK, duties will include all aspects of accounting from payment of cash, book-keeping, final accounts, preparation of budget and budgetary control, to responsibilities for legal matters and recruitment of junior staff. Salary range is from £6,264-£8,052 p.a. depending upon age and qualifications. We also offer 4 weeks' holiday and LVs.

Applications with full C.V. to:
Mr. F. McKellar
HONG KONG TRADE DEVELOPMENT COUNCIL
14-16 Cockspur Street, London, SW1

GENERAL APPOINTMENTS

L. MESSEL & CO.

have a vacancy in their

Institutional Equity Sales Area

for an experienced Sales Executive to work closely with one of the Partners.

It is envisaged that the suitable candidate will be between 25 and 35 years of age, having had at least three years experience in stockbroking or fund management.

There is considerable scope for the right person to develop existing clients, mainly in the Pension Fund area.

Replies (with curriculum vitae) which will be treated in strictest confidence, to:

The Senior Partner,
L. MESSEL & CO.,
Winchester House,
100 Old Broad Street, London, EC2P 2HX.

STOCKBROKERS BANK DEPARTMENT

We require an experienced energetic person for our Bank Enquiry Department. The relevant applicant should be used to both written and telephone enquiries. Every encouragement will be given to progress under one's own initiative.

Write Box A.7035
Financial Times
10 Cannon Street, EC4P 4BY

A REWARDING CAREER IN FINANCIAL SERVICES

Hill Samuel Life, part of the well-known and respected Hill Samuel Group, can offer you the opportunity to achieve high earnings early on in your career (£6,000-£9,000 in your first year is not unrealistic), and job satisfaction which is hard to match.

If you're aged between 25 and 55 and are successful in your career to date, vacancies are available in the Greater London area.

Telephone David Pritchard on 01-839 1012 or write to him at Hill Samuel Unit Life Service, 50 Pall Mall, London SW1Y 5JQ.

SECURITIES CLERK

An exciting career opportunity

After further successful expansion Forward Trust, one of the leading finance houses in the country, is seeking to appoint a further experienced person to strengthen the Head Office Credit Division.

The duties of this interesting job will include a variety of secured lending work including the preparation of mortgages and close liaison with all interested parties.

Ideally, applicants will have a sound understanding and a practical working knowledge of securities or conveyancing gained within a banking, legal or building society environment.

The good remuneration package includes:- A salary of c.£4,500; assistance with relocation expenses where appropriate; a non-contributory pension scheme and other benefits.

Candidates, male/female, should telephone Mrs. Anne Finney for an informal discussion or for an interview, write to her giving full career history.

Forward Trust Limited

12, Calthorpe Road, Edgbaston,
Birmingham B15 1QZ.
Telephone 021-454 6141 (ext 247).

A subsidiary of Midland Bank Limited.

A LEADING FIRM OF STOCKBROKERS
ACTIVE IN INTERNATIONAL MARKETS
require an

AUTHORISED CLERK

with a minimum of two years' house experience. The appointment will carry a competitive remuneration and there is a non-contributory pension and life assurance scheme. Please write giving age and full details of experience to:

Box A7038, Financial Times, 10 Cannon Street, EC4P 4BY

SECURITIES CLERKS

Irving Trust Company, a major American bank, is seeking two Clerks for its expanding Securities Department.

Candidates should be aged 20 to 25 with several years' experience in securities which may have been gained in a bank or stockbroker's office. General banking experience desirable.

Salary is negotiable depending on qualifications and experience and includes a comprehensive range of fringe benefits.

Please write enclosing full career and educational details and quoting Ref. SC to:

Irving Trust Company

Miss Andrea Williams
Personnel Officer
Irving Trust Company
36/38 Cornhill
London EC3V 3NT

MAJOR JOBBING FIRM

seeks personable, well-educated individuals in the age range 18/23, who are aspiring to attain senior status. Successful applicants will receive comprehensive training and a competitive salary.

Write in confidence giving full educational and career details to:—

Box A.7034, Financial Times
10 Cannon Street, EC4P 4BY

FINANCIAL TIMES SURVEY

Tuesday February 5 1980

هكذا من الأصل

The Container Industry

The world's container industry remains a growth business, with traffic increasing at more than 15 per cent a year. The container revolution has led to a major improvement in transport productivity, but its benefits are still a long way from being fully realised.

Immense potential for growth

By William Hall
Shipping Correspondent

IN THE history of transport, the container revolution, which started in the early 1960s, has probably had a bigger effect on the industry than the transfer of ships from sail to steam.

Virtually overnight it made many of the world's ports and ships obsolete. It led to the loss of thousands of jobs and a radical restructuring of the traditional shipping industry. It has also led to the emergence of a new breed of shipowner—the anonymous leasing company.

Today, something like 2m boxes are shuffled around the world and container traffic has been growing at more than 15 per cent a year. In 1979, the world's ports probably handled around 30m boxes—more than double the figure in 1973. Furthermore, experts reckon that about 80 per cent of the traditional cargo liner trades will be containerised by the end of the century. To date only half of all the potential traffic has been captured so there is considerable scope for further growth, even if world trade continues to stagnate.

The world's container industry remains a growth business, but like all growth businesses it occasionally suffers from growing pains—and this is what is happening at the moment. The heady growth rates of the 1970s are starting to taper off, yet there is a considerable amount of new tonnage scheduled to come on stream over the next few years. The carrying capacity of the world's conventional container carrying fleet, for example, is forecast to rise by nearly a third.

Over the longer term, the transportation of containers around the world should be more stable than other sectors of the shipping industry, such as bulk shipping. However, at the moment the shipping companies are faced with massive overtonnaging, fierce competition and rate wars on most of the important trade routes of the world. While this may be considered by the shippers as good, clean knock-about fun, if it continues for long periods it could prevent the full benefits of the container revolution being realised.

For the established shipping operators, the two main worries are the sharp rise in fuel costs and the strength of the outside competition which is threatening the stability of the shipping conference system. In the short-term, the rise in fuel costs is the more serious since it has made roughly half the world's container shipping fleet obsolete. Ships fitted with powerful steam turbine engines and designed to cruise at speeds of up to 27 knots can no longer compete with the slower, but more efficient, diesel ships. Thus, shipowners are having to decide whether to fit new engines to ships which are less than halfway through their active life or build completely new vessels.

A large new container ship costs over $80m these days, while the cost of new engines amounts to $20m a ship. So, owners are opting for the latter. Nevertheless, it is not an easy decision to make, since the return on investment is far from certain given the fierce competition now in evidence.

Heavy investment

In the early days of the container revolution some people considered that the heavy investment in new ships and specialised equipment would safeguard the container shipping industry from cut-throat competition. The entry costs were too high, it was argued.

However, while container shipping is a highly capital-intensive business it has become clear over the last few years that this has not deterred outsiders from entering. Cheap shipbuilding credits have encouraged overbuilding of new tonnage. In addition, the rise of the large international leasing companies has provided many would-be container shipping companies with the necessary entrance fee. Instead of buying ships and containers, they lease them.

The established liner operators have always faced outside competition, but there are reasons to believe that the current competition is stronger than normal. Some new operators, such as the Taiwanese Evergreen Line and Tsvi Rosenfeld's Antwerp Bulk Carriers, have scored some spectacular successes in winning important customers away from the shipping conference operators.

While this has upset the status quo, many companies believe that the Trans-Siberian Railroad poses a far greater long-term threat. The TSR has creamed off virtually all the growth in the Far East trade during the last three years and now accounts for around 30 per cent of all Westbound container movements and 24 per cent of Eastbound movements. The stated objective of the TSR is to carry half the Europe/Far East trade. It is considerably cheaper than conventional container ships and transit times compare favourably, in many cases.

If the TSR's growth continues at its recent pace, many of the established operators will be out of business by the end of the decade. However, any solution of this problem is up to governments. There is little the shipping companies can do to protect themselves.

Already, there are signs that the shipping conference system is coming under considerable strain. The influence of formerly powerful conferences such as the Far East Freight Conference is being eroded by outside competition. And Sea-Land's recent decision to pull out of many of the conferences in the Pacific trade was another tell-tale sign that all is not well.

Traditionally, conferences have worked on the principle of *charging what the traffic can bear.* This is now proving to be their Achilles' heel. The chairman of OCL, Sir Ronald Swayne, recently said that the difference between the highest and lowest container rates was a factor of seven.

If all rates were brought down to the lowest level on OCL's Australian business, it would have to give up operating.

Similarly, if a mean rate was quoted which would maintain the shipowner's revenue, the lowest rates in the Australian trade would need to be doubled and much of the traffic for which freight costs represent between 12 per cent and 20 per cent would disappear.

Pricing policies

While these arguments are sound enough, the differential pricing policies mean that a determined outsider can win custom by quoting cut-price rates for high-value merchandise.

For the shippers, as opposed to the shipowners, a rates free-for-all on the world's main container routes may seem attractive but if prolonged it could lead to established operators being driven out of business and the overall quality of service declining.

Hapag Lloyd, Germany's leading shipping company, has calculated that shipping services on the Atlantic trade are costing shippers some 20 per cent more than they need to, because of uneconomic competition.

While the container revolution has led to a major improvement in transport productivity, its benefits are still a long way from being fully realised. Restrictive practices at many of the world's leading ports are hindering the most efficient use of containers.

The idea of inland ports and full integration of transport systems is still far from developed. Many operators still believe that the major cost element is the transportation of a container by sea and forget to examine the costs of land transport at either end.

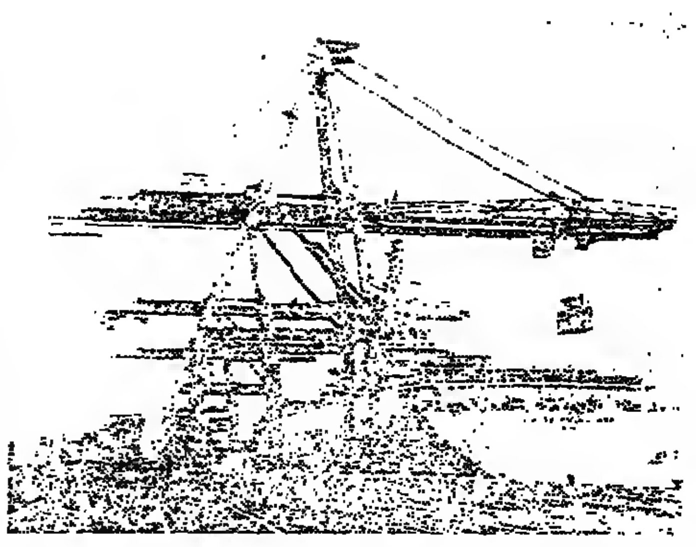
During the next decade, shippers will concentrate on developing a through transport system and view the use of the container in the light of such things as packaging costs, warehousing and inventory control.

While the technology is in place, the commercial development of the container revolution has a long way to go. Eventually, the focus on the ship and the port should fade as operators perfect their integrated transport systems.

In the short-term, the rise in fuel prices and land-based transport costs have meant that shippers are having to pay much more attention to such mundane matters as the most efficient ways of stowing goods in a container.

Another matter receiving attention is the large amount of water being carried around in containers. By freeze drying or powdering commodities, some shippers can also reduce their shipment costs.

CONTENTS

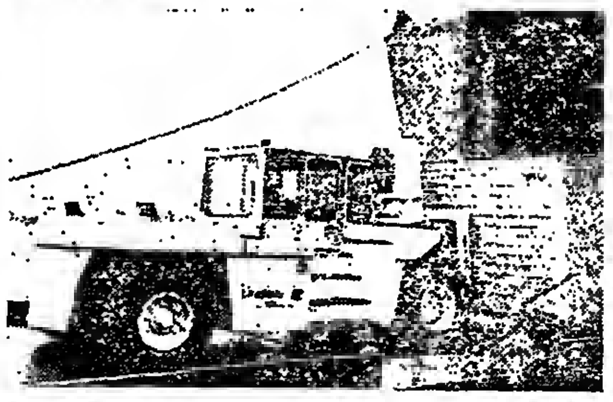


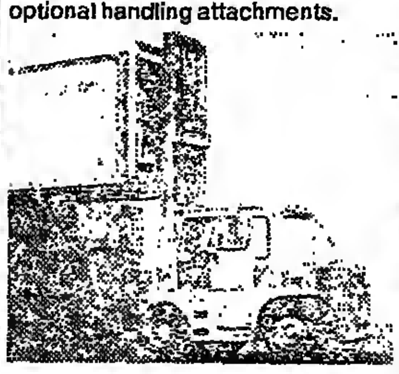
Containers for the Far East being loaded at Southampton's Prince Charles Container Port, aboard the "City of Edinburgh," operated by Ben Line Containers. Southampton is Britain's principal deep sea container port, handling more than 200,000 units last year.

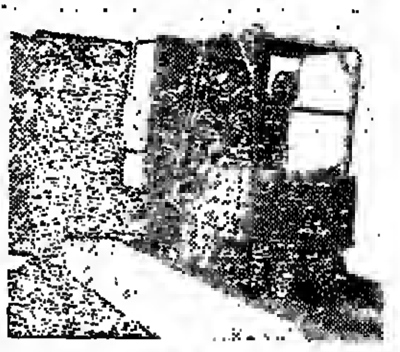
WORLD CONTAINER ROUTES

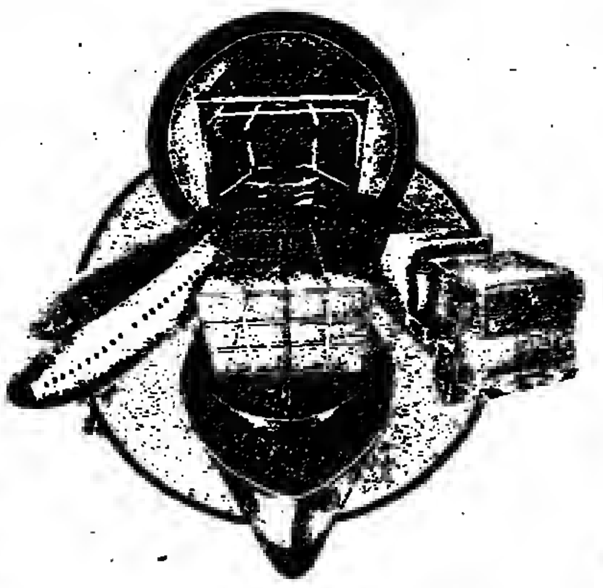
	Annual traffic capacity‡	No. of ships	Vessel capacity‡	% of world fleet
N. Europe-ECNA†	1,532	46	53	13.7
WCNA*-Far East	1,468	74	83	20.6
Europe-Far East	988	41	93	22.9
ECNA†-Far East	529	24	35	8.6
Europe-Australasia	263	21	33	8.2
Europe-Middle East	242	18	18	4.4
Far East-Australasia	206	12	12	3.1
Europe-South Africa	186	5	12	3.0
Total deep-sea	6,184	302	402	100.0

* WCNA—West coast, North America. † ECNA—East coast, North America. ‡ Capacity in '000 TEUs (20 ft equivalent units). Source: H. P. Drewry (Shipping Consultants), 1978.









Pressure on labour relations

TRADE UNION officials are convinced that the relative peace in the container industry over the past few years is under considerable pressure and could break down at any time. They argue that employers' optimism is based on false premises and that conditions have not really changed since the mid-1970s.

The problems of labour relations in the container industry are linked to those of the dock workers. Employers and workers at almost every stage on the freight handling chain, from the time a ship ties up to delivery to the retailer, are dependent ultimately on what happens at the docks.

The problems there were seen as crucial by both the industry and the Transport and General Workers Union at the time of the Dock Work Regulation Act's introduction in 1976 and the 1978 Dock Labour Scheme.

The two-year struggle started with the Act and finished with the union's defeat over the practical details of the Dock Work scheme in 1978. The scheme, if passed, would have meant the extension of the employment of registered dockers to handle all cargo within a half-mile corridor extending inland from the port.

Dockers felt that they needed the guarantee of handling work because of the dramatic shrinking of the job market caused by containerisation. The container revolution in the 1960s and 1970s has brought a reduction in the numbers employed in the docks, from 130,000 in 1966 to 76,000 in 1976. The National Ports Council in a report last month forecast a further drop to 55,000.

The decline in the amount of work in the docks is mirrored by a working guide the National Ports Council uses to measure the effects of introducing a container agreement. The Council says that one man in a container depot can do the work of seven or eight in non-containerised ports.

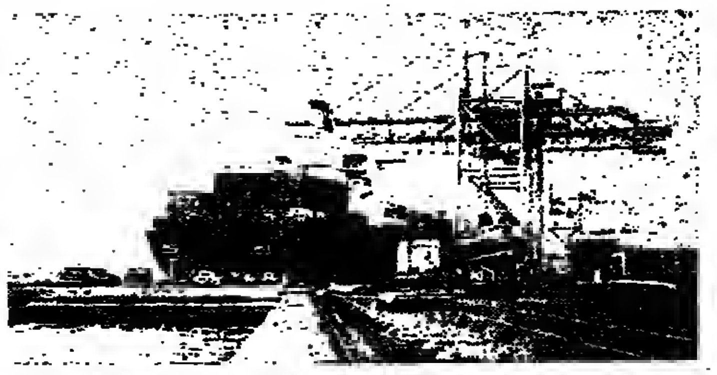
This reduction over the past ten years has meant that the collective arrangements concluded by the Transport Workers have been overshadowed by manpower cut backs. The development of depots outside the dockland areas exacerbated the general insecurity, although employers argued it meant increased employment and an economic use of resources.

The container industry's confidence was hit severely in 1976 when docker members of the union blacked the lorries of about 150 haulage companies serving container depots. Even more striking was the incident, in 1972, when London dockers were jailed under an order of the then National Industrial Relations Court over the picketing of a cold store plant.

To prevent such union squabbles the Transport Workers persuaded the Government to introduce its Dock Work Regulation Act in 1976. The Act has enjoyed an unfinished status because of the changing political fortunes of the period and the uncertainty over the state of the law has led to trade union worries.

Consultations

The Government is engaged in consultation with the unions and the cargo handlers over implementation of the 1976 Act. Mr. Patrick Mayhew, Parliamentary Secretary with responsibility for legislation at the Department of Employment has met both sides for tentative discussions about the regulations on dock work. The Department of Employment says it will be some time before a decision is reached because of regional differences.



The container revolution has brought a dramatic shrinkage in the job market for dockers. Above: Atlantic Conveyor container ship being loaded at Le Havre

In general, the Government remains opposed to the idea of the dock labour scheme, which provides the cornerstone of the move to give container work to dockers. But an important question over this attitude was raised by the decision in November to add Hunterston on the Clyde to the list of about 200 dock labour scheme ports.

The dock scheme has strengthened the union's negotiating role, with all dock work done by registered dock workers in the main and the registration of employers. Ports outside the dock scheme with strong container traffic, such as Dover, Portsmouth and Felixstowe, have less tight job security and a degree of greater flexibility.

Both unions and management now accept that the container revolution has come to stay. Union tactics are to try to secure the strongest possible deal for their members with tough bargaining. The Port of London Authority, which has increasingly shifted the centre of its activities to Tilbury and further to be nearer the sea, estimates that the wage rates for dockers in containerised work is about 30 per cent higher than for dockers working in the declining enclosed docks system.

The authority says the higher skills required of the dockers in handling a wider range of machinery account for part of this differential as does greater productivity, but a high proportion is due to the price the employer had to pay for containerisation's introduction.

In Liverpool, the Mersey Docks and Harbour Company, the port's operating authority, prides itself on consultation procedures introduced to involve unions in discussions and decisions over working practices and new equipment. The harbour company says this has led to a good working relationship and acceptance by the workforce of the value of the container industry.

One of the main pointers to the employers' hope of a trouble-free period in the industry was the agreement reached over the Didcot inland container clearance depot. Southampton dockers, after almost a year of discussions, agreed in December to allow freight operations although the agreement may also be extended to the rail terminal within the Didcot depot.

Leaders of the dockers' section of the Transport Workers have urged the Government to clarify the position over container work that is to be dealt with by their members. They have emphasised that nothing has changed fundamentally since the last round of union disputes and the position could be made even worse by the downturn in economic activity expected this year.

At present, the handling of freight containers can be done by any group of workers and many employers have found it cheaper and more convenient to set up premises outside dockland. Transport Workers' officers say there has been an amount of cowboy practice in the industry and this has not altered since the mid-1970s. One dispute could cause the whole position to deteriorate markedly and very quickly, they say.

The prospect of intra-union conflict with its particular intensity and destabilising effect on industrial relations is a possibility both employers and unions view with horror. However, the Government does not intend to rush through any measures which would tacitly expand the dock labour scheme. Employers, notably the Cold Storage Federation, have strongly and consistently opposed the dock labour scheme's imposition on the industry.

While the union argues that the introduction of a corridor will alleviate the problems caused by the redundancies stemming from containerisation, the employers are afraid of the monopoly power this would give the unions. They also say it would be unfair for a dock-workers' union to control jobs that, economically, should be located inland.

The fundamental problem in labour relations in containers remains unanswered: should the workforce at the point of entry dominate and control the distribution, particularly in view that its numbers are declining? The question takes on an added twist when the people who are doing container jobs inland are also members of the same union.

The Government is caught in a difficult position over what it should do when it has completed its consultations, possibly by the end of the year. A decision not to introduce a corridor means the continuation of the possibility of a Transport Worker's flare up. The alternative—to introduce some sort of Dock Regulation scheme—would go against all the Conservative Party's pledges and attitudes while in Opposition.

Gareth Griffiths

THE WORLD'S TOP 10 CONTAINER PORTS

	*('000 TEUs)	Annual % increase
New York	2,100	9.9
Rotterdam	1,594	21.1
Kobe	1,447	6.4
Hong Kong	1,226	9.7
San Juan	1,112	41.4
Oakland	682	12.5
Seattle	648	6.8
Hamburg	600	27.4
Bremen	576	13.4
Kaohsiung	570	61.5

*20 ft equivalent units.

Source: Containerisation International (1978 figures).

WORLD CONTAINER SHIP CAPACITY

in '000 TEUs (20 ft equivalent units)

	1976	1977	1978	1979	On order	As a percentage of existing fleet
Full container	348	387	459	510	148	29
Part container	23	23	54	78	31	40
Container/Ro-Ro	53	60	88	122	63	52
Container/barge	24	24	23	25	2	7
Total	448	493	624	734	244	33

Source: H. P. Drewry (Shipping Consultants).

Problems for operators

AS A GENERAL RULE, liner shipping services are the last to feel the effects of a shipping recession and the last to recover—a trend that is certainly true at the moment.

Rates for dry bulk carriers have more than doubled over the past year but the liner trades (roughly half of which are containerised) are still battling with the worst recession since the 1930s.

Overseas Containers (OCL) is Europe's biggest container shipping company, and therefore provides a good barometer of the industry's fortunes. In 1976-1977, OCL made pre-tax profits of £53m. Then, in 1977-78 it made profits of £36.7m, and stockbrokers are now forecasting that its profits for 1978-79 and 1979-80 will fall to £27m and £19m respectively.

At the other end of the spectrum, Bell Lines, one of the few specialist short sea container operators, has reported that its turnover in 1979 rose by nearly a third, but profits were the lowest for five years. Wherever one looks around the container shipping business, operators are finding it tough going.

Last year there were no spectacular collapses to match the demise of the Pacific Far East Line in 1978, but if the recession continues to drag on for much longer, other shipping companies could go to the wall. Already, one or two small operators such as Bavaria's Overseas Continental Container Line has had to "temporarily" suspend their container shipping services.

There are four major problems confronting the established container shipping operators. The first, and most viable, is the rather embarrassing fact that roughly half the world's large container fleet has been made obsolete by the latest oil price rises.

The second problem is that outside competition from both conventional and less conventional sources, such as the Trans-Siberian Railway, has become increasingly important and this competition is undermining the stability of the shipping conference system. Finally, there are the twin problems of massive over-tonnaging in certain trades, plus the sluggish growth of world trade generally.

Oil prices

All four problems are interconnected and cannot be viewed in isolation. The most pressing problem for operators, however, is the rise in fuel costs. A large proportion of the container ships now in use were built before the first of the OPEC oil crises, in 1973. They were designed to cruise at up to 33 knots, because speed, rather than fuel economy, was a key factor in successful container shipping operations.

As a result, the sharp rise in fuel prices has hit shipping companies harder than most. During the last six years bunker costs have jumped from $18 per ton to $190 per ton. For a large container ship, burning 400 tons a day, this is equivalent to an extra $25m a year.

Many of the ships built before 1973 were equipped with powerful steam turbines. Because of the sharp rise in oil prices, these are no longer economic. Outside competitors operating cheaper, diesel powered vessels, burning only half as much fuel, are making inroads into the traditional markets dominated by the conference lines.

A growing number of the large operators are being forced to re-engine their ships with cheaper diesels. This is both a costly exercise (up to $20m apiece) and means that ships have to be taken out of action for at least six months at a time.

Given the poor financial returns that are being achieved, many container ship operators are finding it difficult to justify a decision to re-engine, since for some, it means paying almost as much as the original cost of the ships.

Tough competition

OCL and Ben Line Containers have already taken the plunge. Others will soon follow or face being driven out of business by the competition. In the old days, shipowners could rely on the shipping conferences to stabilise the cyclical nature of their business. However, this is no longer always true.

A number of outside competitors have started to appear. Some are fringe concerns that are here today and gone tomorrow. However, there are others that pose a longer-term threat. The two names most frequently handled around are those of the Taiwanese Evergreen Line and the Mr. Tsvi Rosenfeld's ABC Containerline. Both pose special problems for the established shipping fraternity.

Of the two, Evergreen Line is probably the biggest thorn in the side of the established operators. It has been rapidly expanding its fleet and its carrying capacity should overtake that of OCL over the next year or two. Its fleet is considerably more modern and manning levels and fuel consumption give it a competitive edge. Its latest ships—four 1,800 TEUs (20 ft equivalent units)—will be operated by a crew of 16 which compares with figures of 36 for large rivals, such as those operated by OCL. One major shipper, Ford (UK) has already deserted the conference lines for Evergreen.

The other controversial figure among the established operators is Mr. Rosenveld and his ABC Containerline. He has a lucrative long-term contract for the transportation of mineral sand from Australia to the U.S. Gulf and is using this to subsidise the carriage of containers, as well. Some operators see the combined bulk/container concept as the shape of things to come. Others argue that it is too inflexible and claim it cannot provide the same level of service as a "pure" container operation. Nevertheless, ABC has been under-cutting the conference operators and feels sufficiently confident to plan the introduction of another six bulk/container ships.

The other big problem for the established operators is the serious over-tonnaging that is now emerging. There are different estimates of how many pure containerships there are around. According to H. P. Drewry (shipping consultants) there are just over 400. Lloyd's Register of Shipping puts the figure in mid-1979 at 594 or around 10m registered gross tonnes. In addition, there are another 300 or so part container/roll-on-roll-off vessels.

During the last few years the world's containership fleet has been growing by around 15 per cent a year. In addition, there is a big backlog of new orders which will ensure that it will continue growing at much the same rate in 1980 and 1981.

According to Fairplay's *World Ships on Order*, there are 303 container ships of 4.1m dwt due for delivery over the next couple of years. This is equivalent to 7.2 per cent of the total world ship orderbook. And while this may not sound a lot, it must be remembered that container ships only account for 2½ per cent of the world's tonnage.

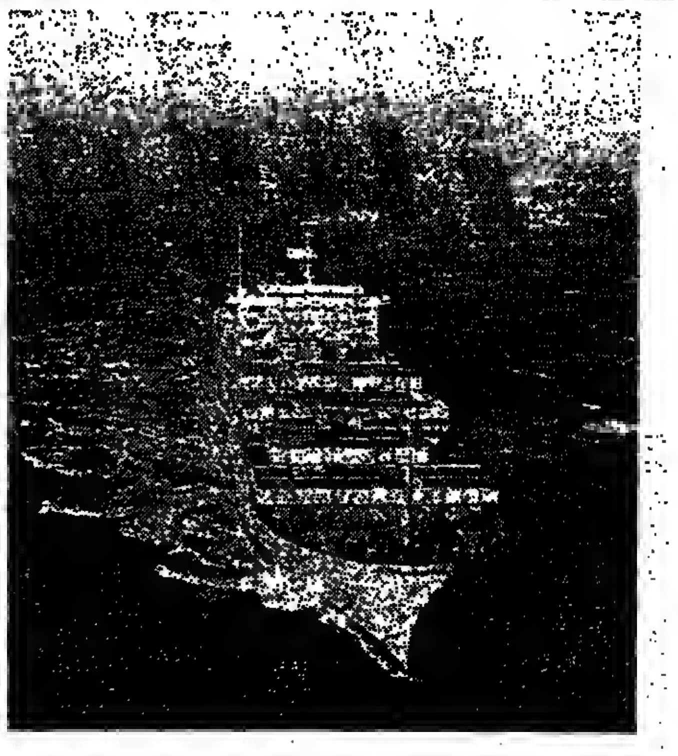
H. P. Drewry estimate that during the next three years the world fleet of full container ships will increase by nearly a third (based on carrying capacity). Given the sluggish outlook for world trade and the fact that most container trades have reached maturity, the outlook for the container shipping companies is far from encouraging.

William Hall

WORLD CONTAINER SHIP FLEETS

	No.	('000 gross tons)
UK	85	1,773
U.S.	95	1,786
Japan	59	1,392
Germany	45	1,029
Denmark	16	489
France	16	391
Liberia	33	344
Singapore	33	339
Netherlands	13	313
Panama	35	282
Other	164	1,878
Total	594	9,986

Source: Lloyd's Register of Shipping.



هكذا من الاصل

Automated handling provides hope for manufacturers

AUTOMATION OF container handling is the target of much of the new technology now being developed, often based on microprocessors, for the international container industry.

Progress in the field is essential, particularly in current market conditions where container capacity—in the manufacturing works and in container using companies—has outstripped demand in the trough of one of the industry's traditional cycles of economic activity.

In Britain, the trading position for the 15 main manufacturers of containers and their customers, has slumped dramatically. Manufacturers reported towards the end of last year that orders for the year were almost a third less than for 1978.

The rising value of sterling against most other world currencies hit exports of containers. But foreign competition, particularly from the developing nations of the world, and an increase in the use of technical advances in the more prosperous developed nations, have also had an impact on the British industry.

One of the essential steps towards ensuring efficient container handling is to try to achieve maximum utilisation of existing equipment—containers and the cranes used for handling at docksides and inland ports.

An advanced example of this is being installed in Seattle, U.S. The technique involved is known as a "computer-based crane monitoring system." It is designed to increase the efficiency of maintenance operations where these are unavoidable, to reduce maintenance requirements through more efficient working and to extend the life of equipment, as well as to increase the availability of equipment.

The technique uses a computer to monitor the output of a series of sensors located at crucial points around the crane. Motors, generators and vital structural parts of the crane are all wired with sensor equipment, and as many as 70 points are covered.

The sensors provide the computer and the maintenance engineers with a constant flow of data on oil temperatures and pressures, crane engine speeds, hydraulic oil pressures and general vibration which can shorten the life of components and lead to premature crane failure and unplanned stops in container-handling operations.

A remote terminal unit, using electronic processing technology, is designed to analyse incoming data, but also acts as a link between the crane sensors and the so-called "central station"—based on a small computer which finally makes possible an analysis of use in container handling management.

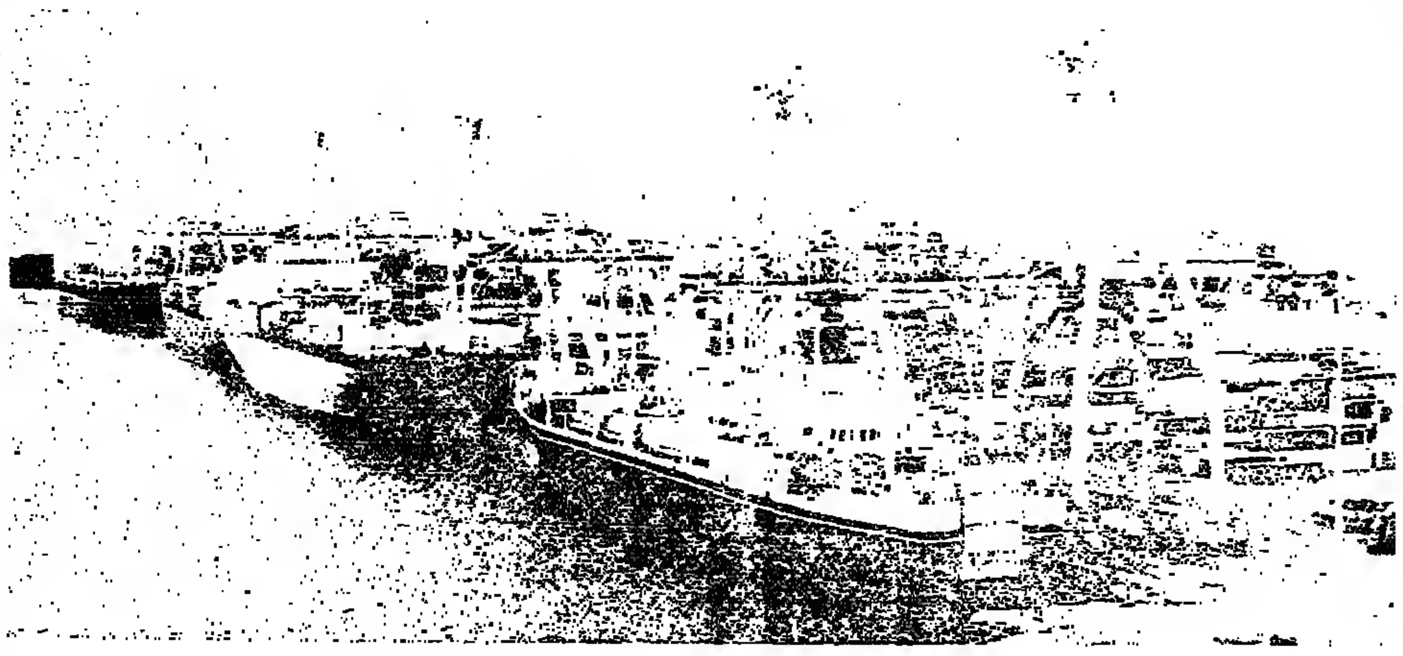
Relevant data

The central station unit provides detailed maintenance logs and reports as well as analysing, storing and displaying all data relevant to the improved maintenance of each container handling crane.

Of particular value to management are the comprehensive reports of individual crane performance. These are consolidated over a period, and management is given an accurate record of operational time variations from crane to crane.

Further analysis of these records enables management to identify those cranes that are not performing satisfactorily—and the reasons for the poor performance.

The system has the potential for avoiding disorderly downtime on cranes and enabling management to start a preventive maintenance programme on the basis of known facts about the container handling cranes and their components.


Liverpool's Royal Seaforth Container Terminal

In Britain, Freightliner, the British Rail container transport subsidiary, is studying a technique which could introduce much-needed flexibility into container-handling operations without the need for more terminals. The technique is based on a "container transfer vehicle." This is a rail-mounted vehicle which can be used to transfer containers from rail to road vehicle, from train to train, or on to a platform or the ground.

The complete system is self-supporting and can thus be used at any point on a railway line. This clearly opens up the possibility of a changeover of a container from road to rail or vice versa at any point where a container lorry has access to a rail line. Containers are now normally handled only at road/rail terminals equipped with high capital cost overhead cranes.

The system may become invaluable for Freightliner if the British Government decides to increase the maximum permitted weight of lorries when the Armitage inquiry, now looking at the possibility, has reported in the summer. Higher weight lorries may pose a threat to Freightliner's rail operations, particularly if a new weight, embracing a full loaded container, is permitted on British roads.

Freightliner has examined proposals for a road/rail container transfer system from British Rail research and from West Germany.

The German project—known as the ULS container transfer system—was commissioned by the West German Ministry of Research and Technology. The development contract was shared between Fordertechnische Forschungsgesellschaft and Verkehrswissenschaftliches Institut. A prototype was exhibited at a transport equipment exhibition last year. FFG is to continue development of the work with MaK Kiel.

The ULS system, like the British Rail proposal, is designed to transfer a loaded international size container from a rail car to lorry or vice versa. The power for the six axle wagon comes from a diesel hydraulic system.

The British Rail research concept — which is designed ultimately to improve the competitiveness of rail container systems against competition from road transport—is being developed to the hardware and systems design stages. The proposed rail-mounted transfer car may cost approximately £250,000 if put into production.

Lynton McLain

WORLD CONTAINER TRAFFIC

In '000 TEUs (20 ft equivalent units)

PORTS	1973	1974	1975	1976	1977	1978
North America	4,989	5,449	5,569	6,094	6,102	6,802
North Europe	4,353	4,890	4,729	5,431	6,349	7,221
Japan	1,596	1,906	1,867	2,380	2,708	2,917
Australasia	695	761	815	837	1,019	1,075
Sub-total	11,634	13,007	12,982	14,743	16,181	18,017
Far East	1,051	1,538	1,892	2,643	3,248	3,859
South Europe	691	815	925	1,289	1,412	1,675
Mid-East+Nigeria	123	150	157	330	714	1,277
Others	690	734	1,165	1,254	1,497	2,275
Sub-total	2,557	3,238	4,140	5,517	6,873	9,087
Total	14,192	16,246	17,122	20,260	23,054	27,105

Source: Containerisation International.

An unsettled year at Freightliners

FREIGHTLINERS, the British Rail container transport subsidiary which operates a fleet of 7,000 containers, is likely to show a £1m trading profit for last year, despite a £400,000 loss for the first six months.

The loss was attributed to the strike by drivers employed by the Road Haulage Association's member road transport companies. The strike cut Freightliners' expected revenue by over a third from £9m forecast to £5.8m. This resulted in a trading loss of £1.6m for the first two months of last year.

Mr. Cyril Bleasdale, the managing director of Freightliners, however, said that the company's turnover had recovered from the second quarter last year and in the second half of the year turnover rose by between 4 and 7 per cent compared with the same period in 1978.

The unsettled year came at an unfortunate time for Freightliners. In 1978, it had once again been forced to move its corporate home. The Transport Act 1978 called for Freightliners to be transferred from the State-owned National Freight Corporation back to British Rail, its original owners.

The "freightliner" concept in Britain had been introduced into British Rail in 1965, with the establishment of a system of terminal to terminal container trains.

The return to British Rail was largely welcomed by Freightliners, but the strike by Transport and General Workers' Union drivers last winter rippled the surface of what would otherwise have been a smooth transition in its first full year back in British Rail.

Freightliners made a trading profit of £1.7m in 1978 but this was after allowing for the financial restructuring of the former parent, the National Freight Corporation and the transfer of the container company back to BR.

On a basis of no restructuring, the trading profit would have been £1.4m in 1978, compared with £1m in 1977. The company's revenue rose from £46.1m in 1977 to £51m in 1978 and Freightliners expects to report a turnover for 1979 of £60m.

The forecast turnover for this year is around the £74m mark.

Confident

In the longer-term, the company is confident that the continuing rise in the price of fuel, especially diesel fuel for lorry transport, will favour its integrated road/rail unit container transport system.

However, Freightliners is not content to wait only for this change to come about, although Mr. Bleasdale is certain that the rising price of fuel has started to swing business away from the roads his way.

Behind these structural changes in haulage arising from the fuel increases, Freightliners is steadily concentrating on developing the side of its business based on maritime trade. The basis for this marketing strategy is clear. Britain's gross national product is growing at a slower rate than that of world trade in general.

Another bonus arising from a concentration on this sector as the most profitable part of Freightliner's business, is that few of their containers are involved.

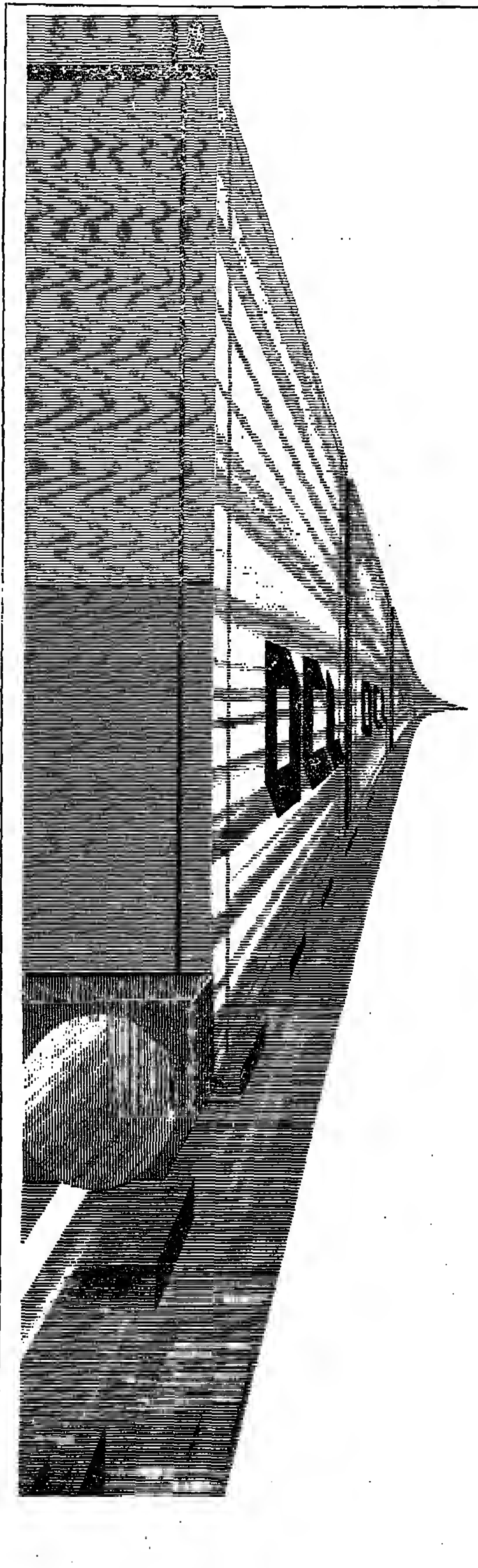
The company estimates that UK-based trades accounted for 53 per cent of its turnover in 1974. By this year the proportion of turnover coming from this sector is expected to have fallen to 43 per cent, with the balance coming from the handling of containers from overseas.

Nevertheless, the rising price of diesel fuel and the possible impact that may have on the popularity of a reliance exclusively on road transport, remains one of the most significant factors likely to determine Freightliners' fortunes in the 1980s.

Mr. Bleasdale said last month that he estimated that for every 10p increase in the price of diesel fuel, Freightliners stood to gain an estimated, potential increase in revenue of 1 per cent.

The validity of this formula is likely to be severely tested in the coming months as trade slackens further in Britain and other parts of the world, with a corresponding decline in the total volume of freight available for transport.

Lynton McLain



A steady increase in air cargo

AIR CARGO traffic continues to expand. According to the International Civil Aviation organisation, during 1979 the scheduled airlines of the 144 member-states are estimated to have flown 27.7bn tonne-kilometres of freight, or about 7 per cent more than in 1978.

While slightly lower than in each of the three preceding years, the 1979 growth helped to sustain an average annual expansion of between 9 and 10 per cent for the decade as a whole, some good years in the early and latter parts of the decade more than offsetting a brief period of very slack growth around the time of the first oil crisis in 1973-74.

Several factors lie behind this growth, which is expected to continue into 1980—although many in the air cargo business are looking with growing concern at the continued rise in fuel costs, which is now in fact the biggest single worry for the entire world air transport industry.

These rising costs will have to be reflected sooner or later in dearer cargo rates, as they are also in passenger fares, and the big question is just how far such increases in rates will deter either existing or would-be shippers.

One of the major factors behind the past cargo growth, and one likely to stimulate expansion in the future, is the increasing awareness being shown by airline managements of the value of air cargo, and the prospective contribution that it can make to overall revenues.

The need to maximise revenues from all sources at a time of financial squeeze, created by continued pressure from consumers for cheaper rates despite continually rising costs, is causing many airline managements to look more closely at their cargo activities.

This is reflected in growing competition, especially among the scheduled airlines which carry substantial tonnages of cargo in the belly-holds of their wide-bodied passenger airliners.

The rapid spread of this type of aircraft throughout the world during the past decade has been another major factor behind the growth of cargo traffic. By the end of 1979, well over 400 Boeing 747s alone were in service world-wide, with a backlog of another 100 or so awaiting manufacture and delivery, and with orders still flowing in.

If the increasing numbers of both Lockheed TriStars and McDonnell Douglas DC-10s are also included, the world fleet of active wide-bodied jets in service at the end of 1979 was about 800.

Wide-bodied jets

By far the majority of these jets are in the fleets of the scheduled passenger airlines, creating a massive cargo potential that those airlines are now increasingly exploiting. These wide-bodied jet holds are eminently suitable for containers, which can be pre-packed by freight forwarders with a wide variety of goods, and as a result, along with the development of the wide-bodied jet, there has been a rapid growth over the past decade in the number and importance of the freight forwarders in the air cargo business.

Increasingly, the airlines, as costs of all kinds rise, are tending to want to concentrate on airport-to-airport activity—the flying segment—leaving it to the freight forwarders to handle the surface collection, packaging and distribution of the cargoes.

It is estimated that about 90 per cent of all air freight is now handled by freight forwarders making extensive use of containers of various sizes. It is significant also that most of the air cargo that is handled by the freight forwarders is collected, packed and taken to the airport, and subsequently distributed to final destination, by road.

Long hauls

Another significant feature of this scheduled air freight carried by wide-bodied aircraft—and even in that carried by narrow-bodied jets—is that the greater part of it is long-haul. While some air freight is carried over short hauls, the competition from surface truck and rail transport, particularly on very short routes in Western Europe, is intense.

Also, it is only comparatively recently that wide-bodied jets, such as the A-300 Airbus and the Lockheed TriStar, have come to be used extensively on short-haul routes, providing bigger cargo capacities than those available earlier in the holds of smaller narrow-bodied jets such as Boeing 727s, 737s or British-built Tridents.

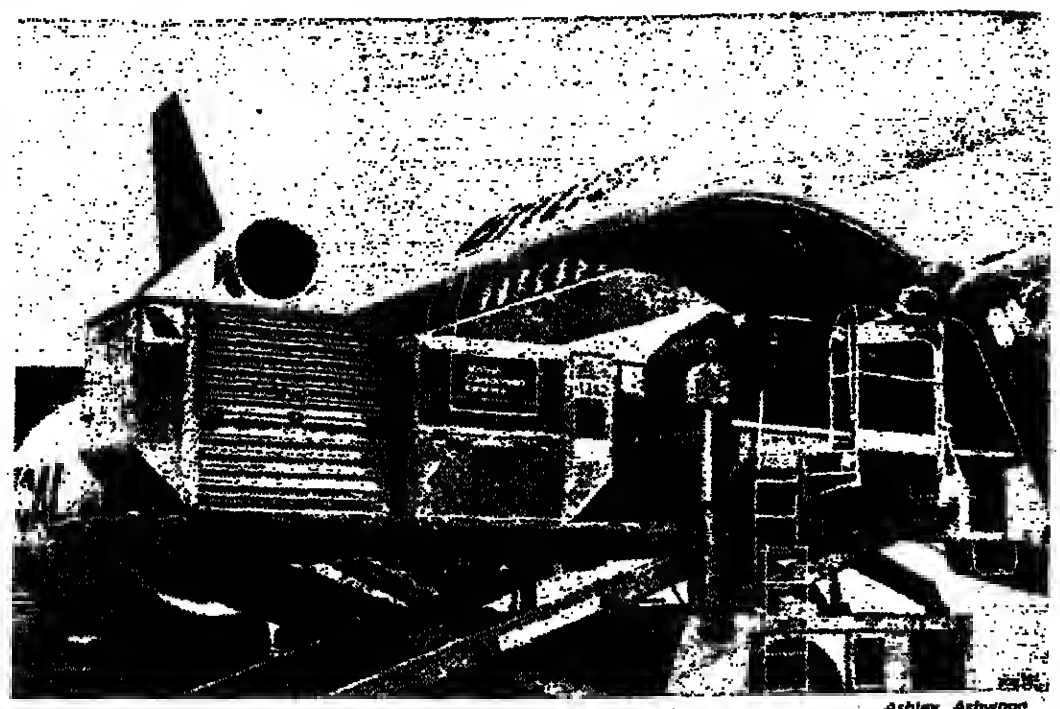
As more Airbuses become available, it is likely that the scheduled airlines will seek to utilise this cargo-hold capacity, and some intensely-competitive rates may emerge in order to woo shipments away from surface transport.

In addition to the scheduled airlines—some of which also operate regular all-cargo flights both with wide-bodied and other types of aircraft—there is a much smaller number of specialist, independent all-cargo airlines, such as British Cargo Airlines, Tradewinds and Redcoat in the UK, and Flying Tiger and Seaboard in the U.S., and Cargolux on the Continent.

These operators have prospered in the past few years, as a result of their entrepreneurial flair in detecting and developing new markets, not only in areas served by the passenger scheduled airlines but also elsewhere.

Despite the growth of the scheduled cargo operations, these specialist independents are always likely to be needed, if only for their ability frequently to respond more quickly to ad hoc requirements for carrying difficult loads to difficult places.

Michael Donne



Ashley Ashwood

Passenger airlines are steadily developing the massive cargo potential of wide-bodied jet holds which are eminently suitable for cargo containers. Above: containers being loaded aboard a British Caledonian DC-10 passenger aircraft at Houston, Texas

Leasing market dominated by U.S.-based companies

LEASING HAS played a prominent part in getting the container transport system going since 1968, when a Moscow conference set international standards. Unsurprisingly, the U.S. had led the way, as it led the way in the early 1960s in the development of the container idea itself. Leasing also caught on in Europe from the early 1970s, where leasing of rail-cars was a well-established tradition by private investors and institutions.

The UK was slower in getting off the mark, and container leasing did not begin in any substantial way until the mid-1970s. Because the banks were not interested in this form of investment—in sharp contrast to the U.S. — UK leasing developed a peculiar form. It was aimed purely at the private individual, and the tax advantages were heavily promoted to obtain lessors. As a result there was a great deal of ill-considered investment and in the past few months the market has been severely affected by the financial collapse of Edward G. L. Carter and Company.

Immediately after the Moscow conference, most of the containers were owned by shipping lines and other users. However, as the boom in their use developed, leasing rapidly became the way to allow the users to farm out the heavy capital investment.

According to Jane's Freight Containers, lessors owned 20 per cent of containers in 1970, between 30 and 35 per cent in 1974 and their share is about 50 per cent. Industry estimates put the total number of containers in 1978 at nearly 2m 20ft equivalent units (TEUs), with leasing accounting for about 1m. The leasing market is dominated by seven U.S.-based companies which were early in the field and now control about 85 per cent of the market.

World leaders

The biggest is CTI, with 200,000 TEUs in 1978, followed by Sea Containers, with 150,000 TEUs and Flexi-Van with 125,000. SSI, Interpool and ICS all had more than 100,000 TEUs in 1978, while X-Tra had 80,000.

The growth of the U.S. leasing companies was fuelled by the U.S. Investment Tax Credit, which encouraged individuals, and, more importantly, companies, to become lessors to lessen their tax burden. Banks are heavily involved in the process, putting together large blocks of containers for clients and passing them over to the leasing companies for management.

By contrast with the U.S., the UK leasing industry is minute. There are no reliable estimates as to its exact size, but the assumption in the industry is that it totals only about 20,000 TEUs. This is remarkably small, considering the UK ports are third in the international league table in handling container traffic, after the U.S. and Japan.

Probably a key reason for the smallness of the leasing market is the lack of interest shown by the banks, who do not regard containers as collateral for loans because of the difficulty of keeping track of them.

Nevertheless, in the mid-1970s the UK became a fertile ground for attracting private investors to become lessors. This was because in 1972 the Government had introduced 100 per cent first year capital allowances.

This meant that lessors could reduce taxable income by their spending on containers in the year the container was bought. With marginal rates rising to 98 per cent, there was every incentive to do something with the money—anything—rather than hand it over to the Government.

Containers, where the leasing companies were advertising rates of return of typically between 15 and 20 per cent a year on the investment, appeared highly attractive. In fact, tax considerations aside, 15 to 20 per cent is not very spectacular on a depreciating asset. But £300 a year from a £2,000 container is extremely good. A buyer has only to put up £400 of his own money—the remaining 80 per cent representing unpaid tax.

Fragmented market

The bare bones of the tax concession were worked over by accountants and tied to a number of schemes to reduce tax liabilities still further. With heavy promotion, investors rushed into the market without paying much heed to the specific terms of their involvement. The lack of discrimination led to a field-day for the leasing companies and to a very fragmented market.

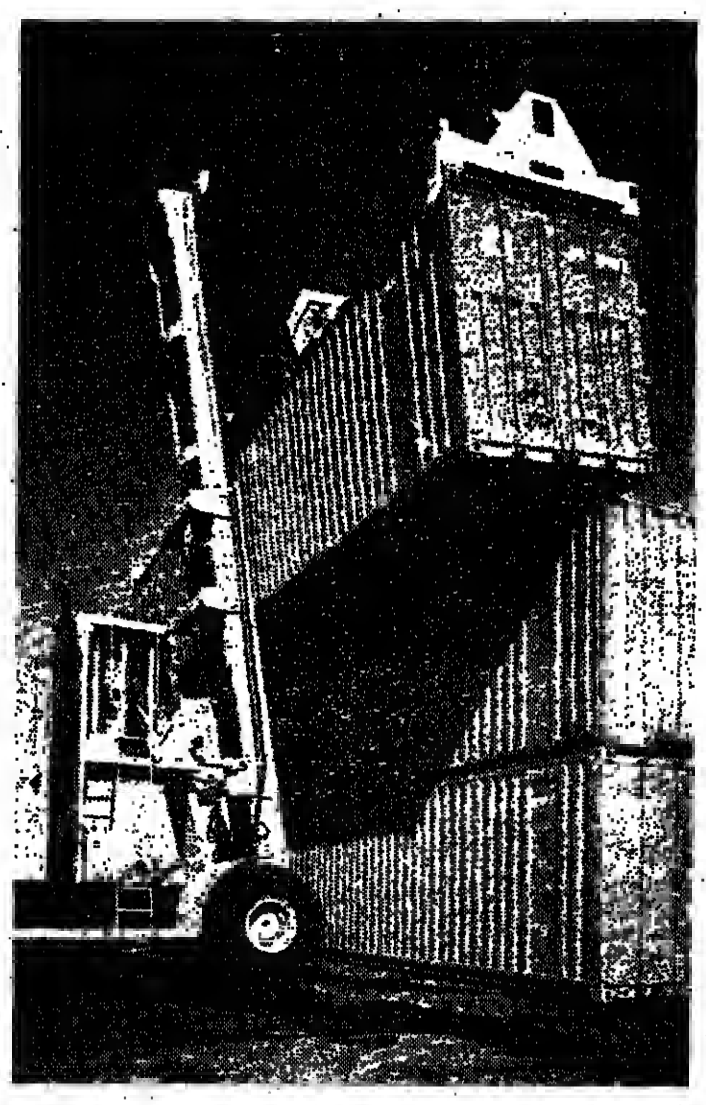
There are now at least 20 different companies competing for business and few of them manage more than 3,000 containers. And with lessors concentrating on returns to the exclusion of all else many of the companies take advantage by selling the containers on from the manufacturers at very substantial mark-ups, at the same time taking money with the order rather than on delivery.

This all puts much more emphasis within the companies on selling containers to lessors rather than managing them once they are bought. Some of the companies have little management experience, running into difficulties as they lease containers to poor shipping lines or dubious destinations where risks of losing containers are greater.

With this shaky sub-structure, it was hardly surprising that the financial collapse of Edward G. L. Carter and Company in October precipitated a crisis of confidence among lessors and potential lessors. Several of the companies are aiming to set up competing institutions and associations to "clean up the industry," but it is likely to prove an uphill struggle to establish a better image among investors.

In fact it is likely that the UK industry will not recover fully from the shock until the banks, or other financial institutions, move into the market to perform the functions they perform in the U.S.

David Freud



Containers at the West Africa terminal at Tilbury Docks, London, being moved with a Hyster container-handler. This equipment has a lifting capacity of 80,000 lbs and is supplied by Barlow Handling Rentals at Maidenhead

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Christopher Lorenz on why and how Fichtel & Sachs, a German engineering company, is installing a highly sophisticated planning system

'Scientific management' with a human face

"SCIENTIFIC Management" is one of the most discredited terms in today's business world, thanks to the failure of so many prized management "systems" in the early 1970s: not only in planning, but a whole panoply of quantitative techniques in other areas.

Not so in Fichtel & Sachs, pearl of the famous engineering empire which Britain's GKN was going to buy two years ago from Gunter Sachs and his family, until the deal was vetoed by Germany's anti-trust authorities.

At F & S—as it is generally known—top managers proudly claim that their new planning apparatus represents a step on the road to true scientific management. Over the past four years the company has built up a system worthy of the most highly and sensitively "managed" American multinational many times its 17,000-man size.

Far from being an *exercise* in the latest impractical consultancy theory, the top management of F & S says its new and extensive procedures are of fundamental importance if it is to manage the company effectively during the unpredictable 1980s. It claims the system is already paying practical dividends, in terms of greater internal flexibility and co-ordination, as well as the parallel creation of a real consensus style of management.

Rather than just a co-ordinated form of planning for individual product lines, F & S claims to be doing real strategic planning. It is now moving one step further forward, into what has become known, thanks to Igor Ansoff and other evangelists, as "strategic management." Among other things, this involves the development of a system to enable it to react quickly to various forms of weak early warning signals from the outside world; at F & S it also implies the construction of a crisis management system to cope with the worst the world can conceivably offer (short of world war, that is).

As an example of how radical changes of any sort can be introduced into the management of a complex organisation, it is particularly significant that the top executives of F & S have succeeded in winning line managers to their planning cause without the mind-concentrating assistance of a corporate crisis; this was a major factor in the acceptance within Ciba-Geigy of the top management's "Leitbild" concept (described by this column on December 5, 1979)

Not even the introduction of Anglo-Saxon management jargon has apparently troubled the line management of this very German company, whose headquarters is tucked away near the East German border in the small Franconian town of Schweinfurt.

Unlike Ciba-Geigy, F & S still produces pretty specific ten-year rolling forecasts as part of its long-term planning procedure, though only its two- to three-year operational plans are really detailed ("hard-nosed," to quote Walter Trux, the former IBM high-flier, who is now chief executive of F & S).

But this does not mean that F & S is committing either of modern planning's two cardinal sins: basing plans on forecasts which are extrapolated from the past; and then compounding the *error by failing to pick* up signals from outside the company that suggest the forecasts are outdated and the plans therefore unreliable.

"We don't believe you can calculate ten years ahead, but you must have *some* idea what your current plans would mean for the bottom line," says Trux. The important thing is to get the direction right and to have contingency plans prepared and ready for use, adds his chief of planning and controls, Dr. Gerhard Goetzen.

Attitude

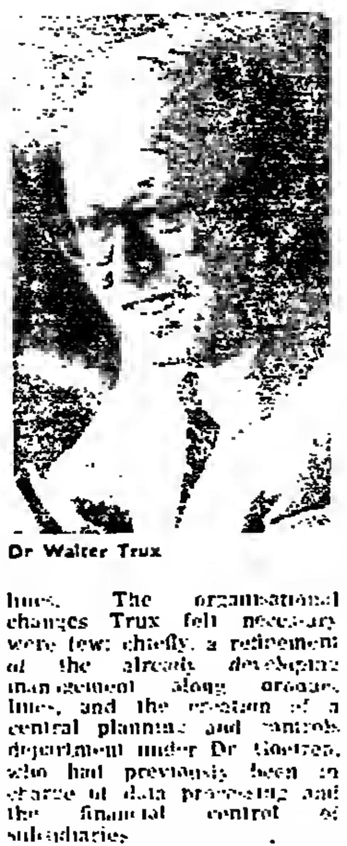
One reason why F & S and Ciba-Geigy differ in their attitude towards long-term forecasting is their size: with 17,000 people in 14 divisions, it is easier for F & S to organise itself to respond to changing circumstances than the 75,000-strong chemicals and drugs group.

The nature of the companies' products also plays a role: F & S may be diversifying (into heat pumps and water purification equipment, for example), but it is still heavily dependent upon its motor components business. And the motor industry cycle is more settled and predictable than the ups and downs of chemicals and drugs.

This is not to say that F & S thinks its planning system incapable of improvement. Far from it, the company is extremely unusual in going on public record to point out the shortcomings, as well as the virtues, of its approach.

If the continual adjustment of plans is really to take place, rather than just remain a grand-sounding objective, a management must fulfil two basic preconditions. First, it must have a system which allows external "signals" of all sorts to be picked up quickly. Second, and far more difficult, it must reinforce the system with a style and procedure which ensures that the signals will be fed into the decision-making process with sufficient weight to have some influence on those managers whose prime concern is inevitably with operational *matters: the "today" of the* business, rather than the "tomorrow."

This means that the planning function must not be isolated from the operational heart of the business—as in so many past attempts at "scientific" management—but integrated with it. Moreover, this is the only way effectively to achieve the ideal type of planning system, a mixed "top-down" and "bottom-up" one, in which managers at all levels play a part. "Otherwise you have centralised plans in which no-one feels committed," says Trux.


Dr Walter Trux

To understand how F & S seems to have avoided the all-too-common mistake of thrusting an ambitious new management system on an unwilling staff—thereby rendering the innovation ineffective—one has to go back to January, 1976, when Walter Trux left his job with IBM Europe in Paris to take over the top seat in Schweinfurt.

Trux is emphatic that F & S was in perfectly good shape when he found it. True, everyone in the company was very much aware of the twin shocks to its industry of the acute car recession of 1974-75, and in particular of Volkswagen's traumatic difficulties in the previous few years. Yet sales and profitability at F & S had held up well, and the only reason for the *retirement of Trux's* predecessor had been old age.

Under his predecessor, the company had been entirely reorganised along divisional lines. The organisational changes Trux felt necessary were few: chiefly, a refinement of the already developing management along [illegible] lines, and the creation of a central planning and controls department under Dr Goetzen, who had previously been in charge of data processing and the financial control of subsidiaries.

Until Trux's arrival, F & S planning practices had followed the (then) common pattern (in Germany as elsewhere): *several types of relatively short-term plan up to a maximum of five years. Only investment and financing were planned for anything like this period ahead.* The plans were largely quantitative and were not closely co-ordinated.

"Only to a very limited extent did this fulfil the requirements of a management that could no longer rely for the achievement of continued growth on adept manoeuvring in day-to-day business," says Dr. Goetzen.

Within a remarkably short time, the basis of an integrated planning system was laid, stretching through various levels (of time and detail) up to 15 years. It took only 12 months to introduce the first three layers:

- Operational planning (with a two-year horizon);
- Product line planning (with a ten-year horizon), with the main purpose of spotting gaps in the company's product or market strategy, and of initiating the projects necessary to fill them;
- A "project management" *system, to carry those projects* through to fruition. (F & S is unusual in using, for its product planning and project management, both "gap analysis" and the well-known "product/market matrix" form of portfolio analysis. Many companies favour one or the other.)

The next layer above product line planning, strategic planning itself, will only be fully introduced later this year, though it has already been applied at certain levels down the organisation, as well as to the group as a whole.

The relationship of strategic planning to the overall F & S planning system is shown in the illustration (for the purposes of clarity, it has been shorn of the many arrows which are needed to emphasise that the process is not linear, but iterative, with feed-back—forwards and sideways—taking place at every stage). The inset alongside explains how F & S operates its strategic planning, and how it intends to improve the processing of those all-important "weak signals" from the marketplace and elsewhere.

At first sight, it all looks a thoroughly daunting exercise. So how have managers at all levels been persuaded to overcome their natural scepticism about why such a system should now be a necessary part of their lives, if it was not in the past?

Active

First and foremost, as with any sort of innovation, the chief executive's wholehearted and active identification with it has proved a key factor. A series of senior management get-togethers away from the pressure of day-to-day business and at roughly annual intervals, has also played its part (as it did in Ciba-Geigy's acceptance of the "*Leitbild*" concept).

Another plus point is that Trux and Goetzen have avoided the temptation to try to import a ready-made planning "package" from outside: though ideas were obviously drawn from other people's experience.

The readiness of managers at divisional and line level to accept new attitudes and procedures was also bound up with the integrated nature of the system the Board was trying to construct. "Once each element was implemented, people saw the need for the next one," recalls Trux.

For example, under the newly divisionalised structure he inherited, product line managers had been established. But the lack of plans and sufficient controls meant that the managers of some lines did not always have enough knowledge about—and influence over—other parts of the business on which they partly depended for supply or marketing.

So product line planning was an obvious early step. "Then people asked why we only had product line planning for existing products, not new ones," says Trux. This automatically raised the question of what type of business F and S should be in, and emphasised the need for the next layer up strategic analysis and planning.

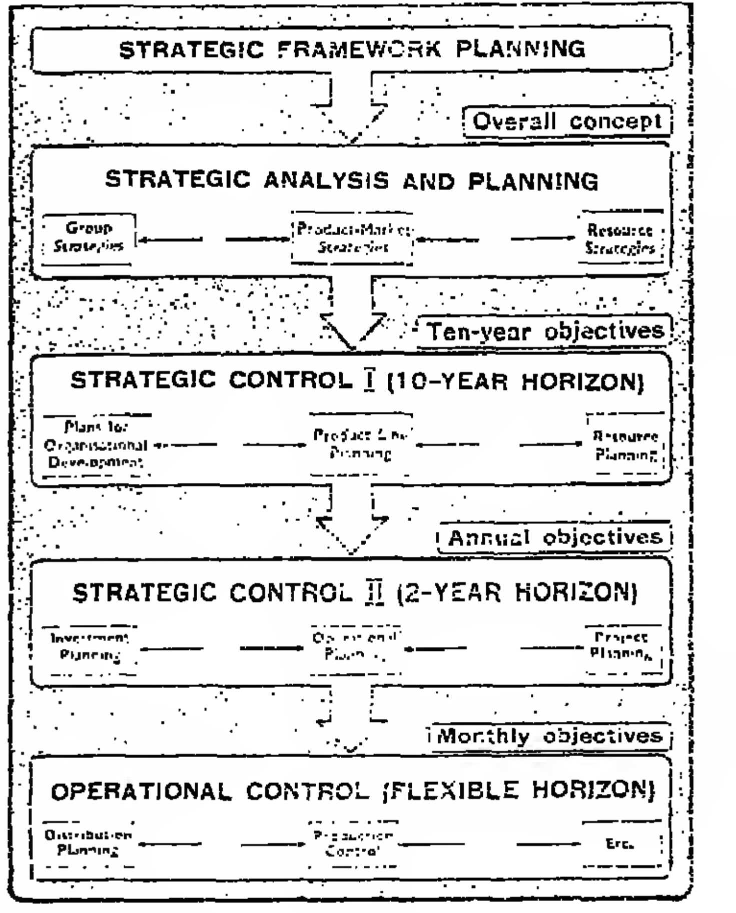
The consensus system of planning at F & S is too intricate to describe in detail; extensive description is contained in several articles in German academic journals*.

One of the system's key characteristics is its use of a very strict procedure based on Management by Objectives concepts: relatively idealised "Targets" and more practical "Goals" are set against each other in discussion, with the consequent confrontation producing agreed "Objectives." Sometimes the proponents of a Target—often top management—are persuaded to shift towards the relevant Goal, sometimes vice versa.

This approach is applied at all levels of the F & S planning process, for example to the creative tension between draft Strategic Plans (as Targets) and proposed or existing Product Line Plans (as Goals). It is a rigorous way of going about things, but a welcome antidote to the verbal (and, therefore, practical) confusion which has swept many companies and consultancies since the halcyon days of MBO.

With F & S now refining the strategic side of its management system in co-operation with academics at the University of Munich, it would be tempting for sceptics to dismiss as unrealistic the strict procedures that lie behind this exact use of language. But the "scientific management" to which F and S aspires is a very different sort *of animal* from the inflexible and discredited ideal of many companies in the 1960s and early 1970s.

THE F & S OBJECTIVE: AN INTEGRATED PLANNING SYSTEM



F & S produces strategic plans for the group as a whole, as well as for its 14 product lines; by mid-1980 the process should have been extended to the next level of sub-division, the 30 "strategic business units." The process starts with a "strategic analysis" of the company's products and markets, as well as its own resources (organisational structure, personnel, equipment and financing). The analysis is aided by a series of tools, including both "gap analysis" and the product/market matrix. "Early warning signals" are fed in too, as part of the "environmental analysis." The development of plans which include resource strategies is considered of great importance at F & S, unlike many other companies which conduct strategic planning.

At F & S, operational plans are reviewed every month, and product line plans every quarter (with a revision at least every two years). The strategic planning cycle is less firmly defined: it is possible for a strategic plan to be replaced after just three months in response to changing circumstances, or not for many years. The key factor is their resilience to changes both in the outside environment and in the product line plans. The board meets each year for a week-long session, to discuss those plans which need review, and to agree changes.

In many planning systems, even down at the operational level, deviations from plan are only observed when they have actually occurred. Hence the need for "early warning systems" of the type F and S is introducing. It is also about to extend the warning period further, and to broaden its scope, by improving the monitoring of "weak signals" from outside. This should help to detect threats or opportunities which would otherwise be missed amid the general "noise" of news and information. Sources will include the media, trade associations, official statistics and personal contacts. At present the emphasis is on sensitising senior managers to the need for collecting such signals, and on centrally pooling and assessing them. A computer-aided system is planned for the future.

---

* "*Die Betriebswirtschaft*," *Heft 2, 1979 (pp 215-237). Publisher: C. E. Poeschel Verlag, Stuttgart.* Also *Schmalenbach's Zeitschrift fuer betriebswirtschaftliche Forschung," Heft 3, March 1979. Publisher: Gabler-Verlag, Taunusstrasse 54, Wiesbaden.*

Reprints of last year's series of Management Page articles on Planning in an Age of Uncertainty are available in booklet form from Diana Treilles of the FT Publicity Department. Price £1.00 plus 15p p and p. Payment to be enclosed with order.

One in the eye for VDU critics

VISUAL DISPLAY units neither damage the eyes nor hasten failing eyesight, the professional opticians have concluded after extensive studies of their own, and on behalf of employers and unions. But they say that existing eye conditions may require spectacles specifically prescribed for using the VDU.

They also recommend that when the job requires continuous viewing of a VDU screen, *operators should be able* to vary the VDU work they are doing, throughout the day, to avoid "feelings of strain or tiredness." And they advise short rest periods, every hour or two, to allow for tiredness during the first one to three months of training.

The latest findings of the opticians are summarised in a report from the Association of Optical Practitioners, representing the majority of qualified testers of eyesight. Its authors, Sam Rosenthal and John Grundy, members of the association, are consultants to both unions and management on the visual effects of working with VDUs, which became a topic of considerable dispute in the late 1970s. They say they have "found no evidence to suggest that VDUs cause damage to the eyes or aggravate any deterioration in the operators' eyesight."

The authors quote studies by other British government "watchdog" bodies on health showing that radiation from VDUs "cannot cause physical injury either *to* the *skin or the* eyes of people working with them." Emission levels for VDUs available in the UK are "well below the maximum allowable levels," they say. They also assert that there is no truth in the warning that no one over the age of 45 *should work on VDUs. Neither* does colour blindness prevent a person from using one.

On this point the National Radiological Protection Board—the government's watchdog on public exposure to all kinds of radiation—is currently making a national survey of VDUs for the Health and Safety Executive. In principle, VDU screens emit a wide spectrum of radiation—infra-red, ultra-violet, microwaves, even X-rays—as well as visible light. But in practice the radiation levels of the potentially damaging rays are so low that researchers have great difficulty in measuring them at all.

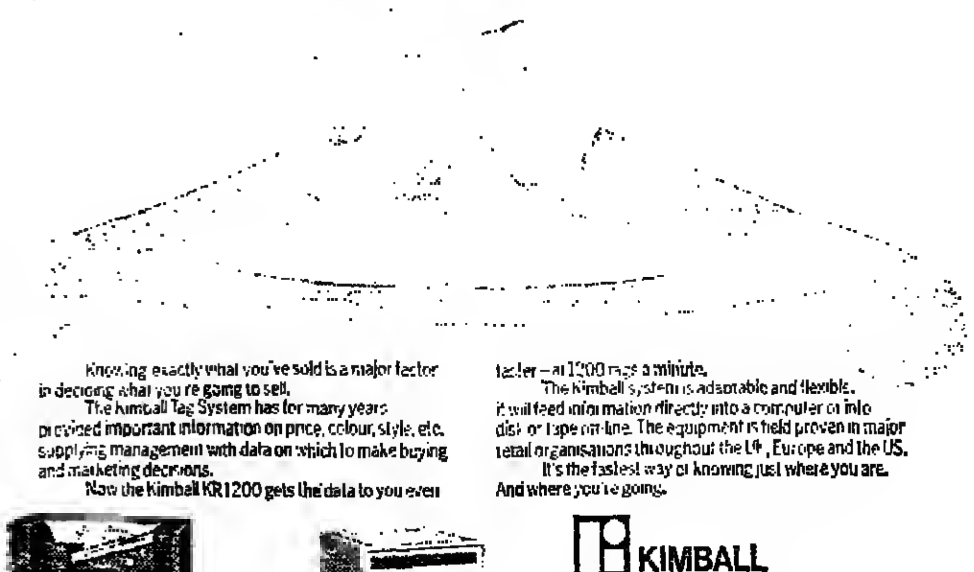
Sam Rosenthal and John Grundy give detailed advice on the way to adapt working conditions for the greatest comfort to operators. This includes matching the viewing distance to the age, characteristics and preferences of operators and adjusting lighting levels to avoid glare.

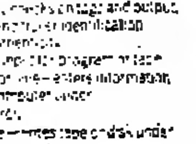
They warn employers that mass screening of office staff for visual defects is not an adequate substitute for a full eye examination for prospective VDU operators by an opthalmic practitioner. In some cases of mass screening, they say, *pathological conditions can be overlooked* and treatment delayed "with disastrous results." They believe it is particularly important for employers to discover such conditions as cataracts before a person embarks upon work involving a VDU, "to eliminate the possibility of such conditions being attributed to the work itself."

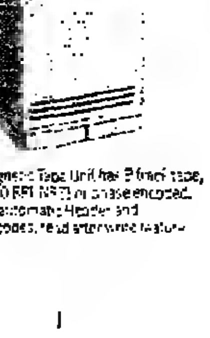
The Association of Optical Practitioners is also working on a five year investigation of the eyesight of 450 VDU operators employed at the Post Office. Their eyes will be tested at intervals by a carefully standardised procedure.

Vision and VDUs by J. R. Grundy and S. G. Rosenthal, Association of Optical Practitioners, Bridge House, 233-234 Blackfriars Road, London SE1 8NW. £1.50

David Fishlock







LOMBARD

How to teach manufacturing

BY DAVID FISHLOCK

YOU DON'T expect to find an archaelogist digging in his own cellar, but out in the ruins, a consultant engineer said to me the other day. He alleged that it's the cellar where you will find most of the 5,000 dons with engineering appointments in Britain. Even those with consultancies for industry do not—or cannot—normally venture beyond the front office.

Sir Monty Finniston has inspected the ruins of British manufacturing industry with masterly skill, and declared the need for emergency action in many directions. One course has a distinctly medical flavour—in mentioning it he even talks of the "internship" of young engineers in industry.

Experience

This is the idea of the "teaching company," analogous to the teaching hospitals for which British medicine is famous, where student doctors learn their skills in real life-and-death situations. To quote Mr. Theo Williamson, the former director of research at Molins, who first brought the idea to the attention of a wide audience, the teaching company "should be the equivalent of a teaching hospital, where experienced practitioners, researchers and students intermingle and cross-fertilise ideas."

Williamson wanted the Science Research Council to set up a teaching company from scratch; a manufacturing company "seething with creativity," designing, making and marketing real products, using the most ingenious technology and the most astute management practices. The council concluded that this was too ambitious, would take too long to get going; could even alienate private-sector sympathies from the outset if it were seen as a state-owned rival to its own products.

The teaching company scheme was launched by the council in 1975 as a joint venture with the Department of Industry. They allocated a modest £2m covering the first five or six years. They recruited a lively director in Dr. John Wallace whose experience included top engineering management in the motor industry.

As far as it goes, the teaching company scheme seems to have been a resounding success. It began modestly enough, with a handful of carefully chosen companies in long-established activities working closely with a university department of production engineering. The university provided graduate engineers to work on specific industrial problems. These took them right into the ruins, for the problems chosen all involved substantial investment decisions and the re-organisation of manufacturing methods and control. GEC Switchgear, for instance, wanted to re-plan production involving 1,500 people but had been unable to find good people to do it.

Some of the early teaching company schemes brought experience of some pretty gloomy examples of out-of-date manufacturing. Nevertheless the industrial participants themselves were probably drawn from the most enlightened quarter of manufacturing industry in Britain. The latest projects bring in aerospace and nuclear manufacture, right at the top end of quality in the finished product.

Reactionary

The dilemma for the scheme's founders is how far and how fast to go in pushing deeper into the ruins. Cash is a problem; but so is the risks of expanding a small secretariat which until now has been able to nurse each project individually. It has already discovered how vulnerable a project becomes if the company's "project champion" changes his job. It is not unreasonable to expect that projects will demand still more nursing as the scheme tries to penetrate the less receptive kinds of management.

There is no simple answer. But a resolution will not be helped by some of the reactionary public statements of both university teachers and the professional mechanical engineers, expressing a complacency that is astounding in the light of Sir Monty Finniston's findings. The Science Research Council should be given every encouragement for its initiatives in helping to train engineers.

Rivals line up for great disc race

FILM AND VIDEO

BY JOHN CHITTOCK

EVERYWHERE, somewhat suddenly, video discs are hitting the headlines. Three notable items of news have stimulated this renewed interest—the announcement that one Japanese video disc system (that of Matsushita) was being dropped in favour of another (developed by JVC); the news that in the U.S., an old rival to RCA—CBS—were planning to press video discs for the RCA SelectaVision system; and the earlier surprise that IBM were entering the battle by adopting the Philips video disc system, which remains the only one so far available to the public (solely in the U.S.).

With the flood of news and popular media interest has come a new wave of misinformation and an even greater sense of confusion as to where it will all end. Last week BBC's Tomorrow's World programme referred to the price of Philips' video discs (when they arrive in Britain next year) as about £2; they will in fact range from £10 upwards depending on the programme. The Matsushita and JVC announcement listed only three publicly announced video disc systems as now remaining in the battle—those of Philips, RCA and JVC/Matsushita—missing out that of the French group Thomson-CSF, which stands alone with Philips in actually having delivered players which are in use (on industrial trials).

Much vital information is also being overlooked in attempts to assess the respective merits of the rivals in a battle which already has made a dent in RCA's annual results (its investment being the biggest the company has ever made in any new consumer product).

The questions now surrounding the video disc is simple: which company's system will win—and will all of the others lose? The systems of Philips, Thomson, RCA and Matsushita, are all technically incompatible, although there are many similarities between the first two and some between the second two (probably all too great to allow standardisation).

Three issues will decide which wins or loses: technical superiority, marketing strength, and programming (viz. software) support.

On technical grounds, Philips have demonstrated that with the video disc they really are "simply years ahead." Their laser-based optical principle enjoys numerous technical advantages: no physical contact between pick-up head and disc, so the life of a disc could be infinite; instant access (within micro seconds) to any point on the disc; excellent picture quality to broadcast standards including stereo sound; no special protection needed for discs, which can be handled normally; freeze frame, slow motion, fast motion, repeat motion; electronic digital indexing of every frame in the complete programme—numbers of which can be displayed on the television screen; and proven technical reliability of the player.

The player has been on sale in two U.S. cities for about a year and reports of problems are almost exclusively confined to the quality of the discs, which are manufactured there by Philips' U.S. partner MCA, using a system different from the one Philips will use in Europe, a point over which there seems to be well-concealed feelings between the two companies.

Against this, RCA's system has many shortcomings. The initial players, due to be marketed in 1981, will have no stereo sound capability. The electro-capacitance principle of the system relies on mechanical tracking with a pick-up, so that some disc wear is inevitable. Although the discs can "recover" from fingerprint markings and the like, they are permanently held in a rigid caddy—which they only leave when the package is inserted into the player (this caddy is necessary to maintain ridigity in the disc). There is no freeze frame, slow or repeat motion on the RCA system. Its last reported public demonstration in the U.S. in December was claimed by one observer to still rely on a prototype player and not a production model.

JVC's system, similar in principle to RCA's, does not rely on mechanical tracking; it uses an electrical servo system (as does Philips) so that wear on the disc is reduced. It is claimed that the JVC VHD system will have single frame facilities. But the performance and quality of VHD is still largely unknown because it has been seen only rarely.

Thomson have many of the characteristics of the Philips system, but their disc is flexible and transparent and is normally contained in a caddy.

RCA's strength comes with a number of marketing factors. First their player, because it is much simpler, will probably be under two-thirds the price of the Philips player (which currently sells in the U.S. under the Magnavox brand name at $775—a price rumoured to be subsidised). Second, RCA have a very strong retail network in the all important U.S. market. Third, their player is smaller and lighter than the Philips/Magnavox player, a point which will give it much customer appeal. The CBS agreement over disc pressing is also being hailed as a triumph for RCA, but CBS have not excluded the possibility that they may press discs for other systems.

In marketing terms, JVC have all the advantages which nowadays seem synonymous with Japanese industry—central to which is the relationship they can command through other Japanese companies and even some U.S. outlets. Yet these advantages have been challenged by the decision of Sony to standardise on a video disc system which is compatible with the Philips one, and by the further tie-up Pioneer who are already manufacturing an industrial version of the Philips system (through a licensing agreement with Philips' U.S. partner, MCA). Pioneer are also going to introduce a consumer version in the U.S. later this year with certain refinements that should make it compete with the Philips/Magnavox player with which its discs will remain compatible.

Add to this Philips/Sony/Pioneer/MCA equation the name of IBM—who have joined forces with MCA in their U.S. video disc operations—and the Philips standard does look very formidable.

The watershed for the Philips camp may come, however, with programming. The material currently offered in the U.S. by MCA (who own Universal Pictures) is really a replica of what can be seen in the cinema or on television. A more worrying aspect for the European launch is that Philips are relying on programme companies to invest in the software: they are not planning to prime the pump with an initial library of their own, such as RCA are doing. This is serious enough because without the right programmes, who will want to buy the player?

Even more serious is the unimaginative approach to programming which has been displayed by all the video disc player companies. The standard fare is popular movies with a few hobbies thrown in. Yet the huge promise of the video disc, especially when using single frame and slow motion facilities, is its potential as a totally new medium. The early cinema pioneers found that the filming of stage plays was not good enough; broadcast television quickly recognised the need to develop a language different from the cinema.

Some lateral thinking is now required from the video disc industry. They are not selling a new piece of technology but a new mode of communication, as flexible as Gutenberg's concept of movable type, as socially important as Eisenstein's ideas of the cinema, and as influential as broadcasting.

Perhaps the video disc companies which exploit this philosophy quickly enough will be the ones that win. It is the difference between selling an innovatory toy and unleashing a totally new method of visual exploration.

Staple Diet for Smith-Eccles

RACING

BY DOMINIC WIGAN

STEPHEN SMITH-ECCLES, who would probably now be on the heels of Jonjo O'Neill in the Championship race but for an injury which kept him out of action for much of last month, looks to be the man to follow at Leicester today.

The popular young rider, whose best haul came two seasons back when he rode 51 winners, could pass that tally on the Midlands track today, through Staple Diet, Miss Melita, and Plastic Cup.

My idea of the best betting medium from this trio is the bay gelding Staple Diet. This horse was making only his second appearance over the minor obstacles when running really well until lack of peak fitness told against him in a division of Sandown's Waterloo Novices Hurdle last November.

Staple Diet has had just one outing since that run. Four weeks ago he ran a similar sort of race in a division of Ascot's Silver Doctor Novices Hurdle, won by Swashbuckling.

In the belief that Staple Diet's able handler Nicky Henderson would not have sent the seven-year-old to compete in competitive events at those illustrious courses were he not confident of a good showing, I shall be disappointed if this horse fails to get off the mark in today's modest company. I take the Henderson seven-year-old to land the opening division of The Oadby Novices Hurdle at the chief expense of the Robert Sangster-owned top weight Broken Country.

Incidentally, on the subject of Mr. Sangster and top weight the Vernons pools boss has sold an interest in the unbeaten Monteverdi, destined to stand alongside Alleged at Walmac-Warnerton Farm, outside Lexington, Kentucky.

While Robert Sangster has been rearranging his bloodstock empire several leading Flat jockeys have been doing likewise over their commitments for the coming season. Paul Cook, so successful last season on Michael Stoute-trained horses in particular, switches to Harry Thomson Jones for whom he will be retained as first jockey.

LEICESTER

1.30—Staple Diet***
2.00—Great Things
2.30—Miss Melita*
3.00—Open Fire
3.30—Plastic Cup**
4.00—Sea Captain

TV Radio

† Indicates programmes in black and white

BBC 1

6.40-7.55 am Open University (Ultra high frequency only). 9.35 For Schools, Colleges. 12.45 pm News. 1.00 Pebble Mill at One. 1.45 Trumpton. 2.00 You and Me. 2.14 For Schools, Colleges. 3.25 Dechrau Siarad. 3.53 Regional News for England (except London). 3.55 Play School (as BBC2 11.00 am). 4.20 Yogi Bear. 4.25 Jackanory. 4.40 Wildlife on One. 5.10 John Craven's Newsround. 5.15 Grange Hill.

5.40 News.
5.55 Nationwide (London and South East only).
6.20 Nationwide.
6.50 Robbie (London and South East only).
7.20 The Variety Club Awards.
8.10 Decision.
9.00 News.
9.25 Flesh and Blood.
10.15 Blue Moon.
11.15 News Headlines.
11.17 Question Time.
12.07 am Weather / Regional News.

All Regions as BBC1 except as follows:

Wales—10.38-10.58 am I Ysgolion. 4.40 Crystal Tipps. 4.45-5.10 Bobol Bach. 5.55-6.20 Wales Today. 6.50 Heddiw. 7.10 Pobol y cwm. 7.40-8.10 A Question of Sport. 12.07 am News and Weather for Wales.

Scotland—10.38-10.58 am For Schools. 12.40-12.45 pm The Scottish News. 5.55-6.20 Reporting Scotland. 6.50-7.20 Sing Along with Sunshine. 10.15 Current Account. 10.45 Can Seo. 11.20 Write Away. 11.35 News and Weather for Scotland.

Northern Ireland—10.38-10.58 am For Schools (Ulster in Focus). 3.53-3.55 Northern Ireland News. 5.55 Scene Around Six. 6.20 Land 'n' Larder. 6.50-7.20 As I Roved Out. 10.15 Spotlight on Northern Ireland Affairs. 10.45 Blue Moon. 11.35 News and Weather for Northern Ireland.

England—5.55-6.20 pm Look East (Norwich); Look North (Leeds, Manchester, Newcastle); Midlands Today (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth). 6.50-7.20 East (Norwich) In a Country Churchyard; Midlands (Birmingham) Look! Hear!; North (Leeds) Lifelines; North East (Newcastle) Heroes; North West (Manchester) A Grand Sing. South (Southampton) Hey Look . . . That's Me!; South West (Plymouth) Over to You; West (Bristol) Day Out.

BBC 2

10.05 am Company Pensions—Who Cares?
11.00 Play School.
11.25 Write Away.
11.40 It's A Great Life.
2.30 pm Dilemmas.
†3.00 Illusions of Reality.
3.30 The Living City.
†5.40 Laurel and Hardy in "Me and My Pal."
6.00 The Waltons.
6.45 The World About Us.
7.30 Mid-Evening News.
7.40 Cricket: Australia v England (highlights).
8.10 Company and Co.
9.00 Movie Showcase: "The Getting of Wisdom."
10.40 Animated Conversations.
10.45 Newsnight.
11.30 Darts: Embassy World Professional Darts Championship.

LONDON

9.30 am Schools Programmes. 12.00 Paperplay. 12.10 pm Pipkins. 12.30 The Sullivans. 1.00 News plus FT Index. 1.20 Thames News. 1.30 Airport Chaplain. 2.00 After Noon Plus. 2.45 Wilde Alliance. 3.45 Three Little Words. 4.15 Get It Together. 4.45 Magpie. 5.15 Emmerdale Farm.

5.45 News.
6.00 Thames News.
6.25 Help!
6.35 Crossroads.
7.00 Charlie's Angels.
8.00 Armchair Thriller.
8.30 Robin's Nest.
9.00 Hollywood.
10.00 News.
10.30 "Wait Until Dark" starring Audrey Hepburn.
12.25 am Close: Robert Rietty reads from Nahman of Bratslav.

All IBA Regions as London except at the following times:

ANGLIA

1.25 pm Anglia News. 6.00 About Anglia. 7.00 Bygones. 7.30 Selwyn. 10.30 Tuesday Late Film: "The Virginia Hill Story," starring Dyan Cannon. 11.50 A Big Country. 12.20 am Seen God Lately?.

ATV

12.30 pm George Hamilton IV. 1.20 ATV Newsdesk. 5.15 Circus. 6.00 ATV Today. 7.00 Emmerdale Farm. 7.30 England Their England. 10.30 ATV Newsdesk. 10.35 The Tuesday Movie: "Innocent Bystanders," starring Stanley Baker.

BORDER

1.20 pm Border News. 5.15 Father Dear Father. 6.00 Lookaround Tuesday. 7.00 Emmerdale Farm. 7.30 Survival. 11.30 Luke's Kingdom. 12.30 am Border News Summary.

CHANNEL

1.20 pm Channel Lunchtime News. What's On Where and Weather. 6.15 Bailey's Bird. 6.00 Report at Six. 10.28 Channel Late News. 10.32 TV Movie: "Doctor Scorpion." 12.10 am Commentaires et Previsions Meteorologiques.

GRAMPIAN

9.25 am First Thing. 1.20 pm North News Headlines. 6.00 North Tonight and Area Weather Forecast. 7.00 The Love Boat. 10.30 Country Focus. 11.00 Reflections. 11.05 The Tuesday Thriller: "Get Christie Love!" 12.16 am North Late Night Headlines.

GRANADA

1.20 pm Granada Reports. 5.10 This Is Your Right. 5.15 Crossroads. 6.00 Granada Reports. 6.30 Emmerdale Farm. 7.00 A Man Called Sloane. 10.30 Film of the Week: Peter Finch and Michael York in "England Made Me."

HTV

1.20 pm Report West Headlines. 3.45 The Entertainers. 5.15 Magilla Gorilla. 5.20 Crossroads. 6.00 Report West. 6.30 Best in the West. 7.00 The Incredible Hulk. 10.35 The Big Picture: "Nobody Runs For Ever," starring Rod Taylor, Christopher Plummer and Lilli Palmer.

HTV Cymru/Wales—As HTV West/HTV General Service except: 10.16-10.31 am Mery Neu Lai. 1.20 pm Penawdau Newyddion Y Dydd. 1.25-1.30 Report Wales Headlines. 4.15-4.45 Sbardun. 6.00 Y Dydd. 6.15 Report Wales. 6.30-7.00 Quest of Eagles. 10.35 Bywyd. 11.20 World In Action. 11.50-12.20 am Father, Dear Father.

SCOTTISH

1.20 pm News and Road and Weather. 1.30 How's Your Father? 5.15 Teatime Tales. 5.20 Crossroads. 6.00 Scotland Today. 6.30 What's Your Problem? 10.30 Late Call. 10.35 Midweek Movie: "Bye Bye Braverman," starring George Segal.

SOUTHERN

1.20 pm Southern News. 5.15 Dick Tracy Cartoon. 5.20 Crossroads. 6.00 Day By Day. 7.00 Emmerdale Farm. 7.30 Father, Dear, Father. 10.30 Southern News Extra. 10.35 "The Man Who Had Power Over Women," starring Rod Taylor.

TYNE TEES

9.20 am The Good Word, followed by North East News Headlines. 1.20 pm North East News and Lookaround. 5.15 Selwyn. 6.00 North East News Headlines. 6.02 Crossroads. 6.25 Northern Life. 7.00 Emmerdale Farm. 7.30 Survival. 10.30 North East News Headlines. 10.35 Come In, If You Can Get In. 11.05 Tuesday Movie: "Ghost Story." 12.30 am Epilogue.

ULSTER

1.20 pm Lunchtime. 4.13 Ulster News Headlines. 5.15 Cartoon Time. 5.20 Crossroads. 6.00 Good Evening Ulster. 7.00 Emmerdale Farm. 7.30 A Drop In Your Hand. 10.29 Ulster Weather. 10.30 Feature Film: "England Made Me," starring Peter Finch. 12.20 am Bedtime.

WESTWARD

1.20 pm Westward News Headlines. 5.12 Gus Honeybun's Birthdays. 5.15 Bailey's Bird. 6.00 Westward Diary. 10.32 Westward Late News. 10.36 TV Movie: "Dr. Scorpion." 12.10 am Faith For Life. 12.15 West Country Weather and Shipping Forecast.

YORKSHIRE

1.20 pm Calendar News. 3.45 Calendar Tuesday. 5.15 Selwyn. 6.00 Calendar (Emley Moor and Belmont editions). 7.00 Emmerdale Farm. 7.30 Survival. 10.30 The Big Picture: "Ash Wednesday," starring Elizabeth Taylor. 12.15 am George Hamilton IV.

Radio Wavelengths

1 1053kHz/285m 1089kHz/275m
2 693kHz/433m 909kHz/330m & 88-91vhf stereo
3 1215kHz/247m & 90-92.5vhf stereo
4 200kHz/1500m & 92.5vhf

BBC Radio London: 1458kHz, 206m & 94.9vhf
Capital Radio: 1548kHz, 194m & 95.8vhf
London Broadcasting: 1151kHz, 261m & 97.3vhf

RADIO 1

(S) Stereophonic broadcast
‡ Medium wave

5.00 am As Radio 2. 6.00 Dave Lee Travis. 9.00 Simon Bates. 11.31 Paul Burnett. 2.00 pm Andy Peebles. 4.31 Kid Jensen. 7.00 Personal Call. 8.00 Mike Read. 9.50 Newsbeat. 10.00 John Peel (S). 12.00-5.00 am As Radio 2.

RADIO 2

6.00 am News Summary. 5.03 Cricket: report from Melbourne. 5.04 Steve Jones (S) including 6.03, 7.03 Cricket and 8.15 Pause for Thought. 7.32 Terry Wogan (S) including 8.03 Cricket, 8.27 Racing Bulletin, 8.45 Pause for Thought. 10.03 Colin Berry (S). 12.03 pm David Hamilton (S). 2.03 Ed Stewart's Request Show (S). 4.03 Much More Music (S). 6.05 Waggoners' Walk. 6.20 Much More Music (S) (continued). 8.03 John Dunn (S). 8.02 Wiv A Little Bit O' Luck (S). 9.02 Glamorous Nights (S). 9.55 Sports Desk. 10.02 Rolf's Walkabout. 10.30 The Cheekie Chappie. 11.02 Brian Matthew with Round Midnight, including 12.00 News and 1.02, 2.02 Cricket report. 2.03-5.00 am You and the Night and the Music (S).

RADIO 3

6.00 am Test Match Special: Australia v England. 7.05 Weather. 7.10 News. 7.15 Overture (S). 8.00 News. 8.05 Morning Concert (S). 9.00 News. 9.05 This Week's Composer: Berg (S). 10.00 The Trio-Sonata (S). 10.50 Music for Viola and Piano (S). 11.45 The Part-Song Repertory (S). 12.15 pm BBC Welsh Symphony Orchestra, part 1 (S). 1.00 News. 1.05 Six Continents. 1.20 BBC Welsh SO, part 2 (S). 1.55 In Short. 2.05 Dances for Piano (S). 2.40 In the Shadows of the Great (S) (talk by H. C. Robbins Landon). 3.25 Symphonies from Eastern Europe (S). 4.25 Jazz Today (S). 4.55 News. 5.00 Mainly for Pleasure (S). 7.00 Mozart's Late B Flat Quartet. 7.30 Play Festival: "A Slight Ache," by Harold Pinter. 8.30 Emil Gilels piano recital (S). 8.45 Willa Cather (talk by A. S. Byatt). 9.30 Organ Concertos by Haydn, Krenek, Bossi (S). 10.30 Pierre Bernac: 1972 Masterclass by the French singer and teacher (S). 11.25 Prokofiev: Sonata No. 8 (S). 11.55 News. 12.00-2.05 am Test Match Special: Australia v England.

RADIO 4

6.00 am News Briefing. 6.10 Farming Today. 6.25 Shipping forecast. 6.30 Today, including 6.45 Prayer for the Day. 7.00, 8.00 Today's News. 7.30, 8.30 News Headlines. 7.45 Thought for the Day. 8.35 Yesterday in Parliament. 9.00 News. 9.05 Tuesday Call. 10.00 News. 10.05 In Britain Now. 10.30 Daily Service. 10.45 The Wooden Horse. 11.00 News. 11.05 Thirty-Minute Theatre. 11.35 Local Edition. 12.00 News. 12.02 pm You And Yours. 12.20 Down Your Way. 12.55 Weather; programme news. 1.00 The World At One. 1.40 The Archers. 1.55 Shipping forecast. 2.00 News. 2.02 Woman's Hour. 3.00 News. 3.02 Listen With Mother. 3.15 Sons and Lovers (S). 4.10 Bookshelf. 4.40 Announcements. 4.45 Short Story. 5.00 PM News magazine. 5.50 Shipping forecast. 5.55 Weather; programme news. 6.00 News. 6.30 Just a Minute (S). 7.00 News. 7.05 The Archers. 7.20 The Restless Years. 8.05 In Touch. 8.30 The Manipulators. 9.15 From Our Own Correspondent. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.30 The Hornblower Story (S). 11.00 A Book At Bedtime. 11.15 The Financial World Tonight. 11.30 Today in Parliament. 12.00 News.

BBC Radio London

5.00 am As Radio 2. 6.30 Rush Hour. 10.03 The Robbie Vincent Telephone Programme. 1.03 pm London Live. 4.03 Showcase. 4.30 London News Desk. 5.35 Look, Stop, Listen. 7.03 Black Londoners. 8.00 Question Time from the House of Commons. 9.00-5.00 am Join Radio 2.

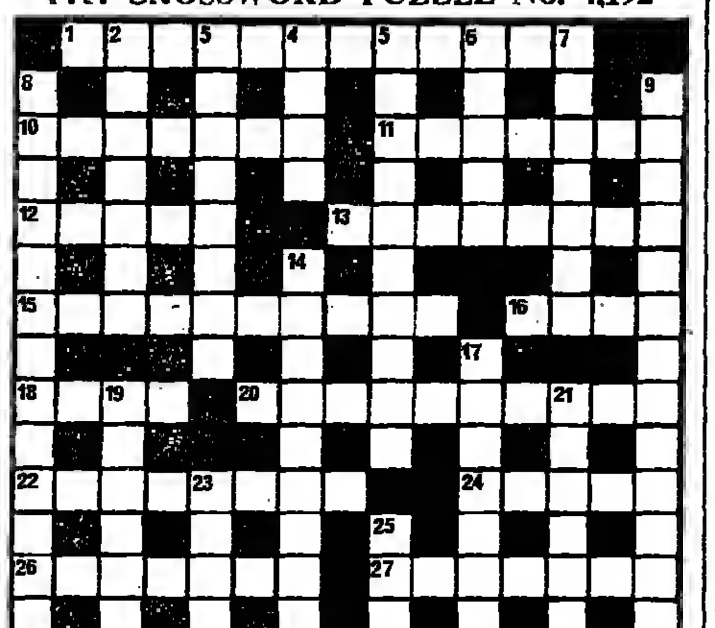
London Broadcasting

6.00 am AM with Bob Holness and Douglas Cameron. 10.00 The Brian Hayes Show. 12.00 LBC Reports. 8.00 pm After Eight Special: Nick Peters reports on the Police. 9.00 Jenny Lacey—Nightline. 12.00 LBC Reports Midnight. 1.00 am Tora Jelleries—Night Extra. 5.00 Morning Music.

Capital Radio

6.00 am Graham Dene's Breakfast Show (S). 9.00 Michael Aspel (S). 12.00 Dave Cash (S). 3.00 pm Roger Scott (S). 7.00 London Today (S). 7.30 Adrian Love's Open Line (S). 9.00 Nicky Horne's Your Mother Wouldn't Like It (S). 11.00 Tony Myatt's Late Show (S). 2.00 am Duncan Johnson's Night Flight (S).

F.T. CROSSWORD PUZZLE No. 4,192



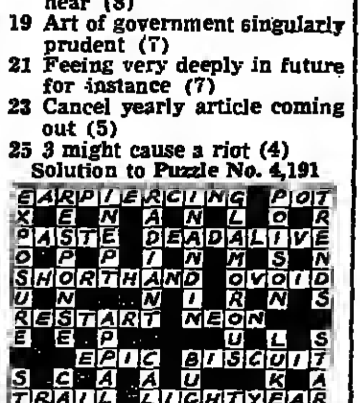
ACROSS

1 Take out a policy since destiny comes with certainty (2, 4, 2, 4)
10 Early start incumbent on builder (7)
11 Promised one a musical treat at Christmas (7)
12 Doctor Amin retreated in a manner of speaking (5)
13 Two Poles embrace second slut (8)
15 Bob major needs sailor's watch (5, 5)
16 Eyesore discovered during last year (4)
18 English novelist inspiring confidence (4)
20 Tense one on completion (10)
22 Ducks left twice in ruins of Madras (8)
24 Tries medly to arrange ceremonies . . . (5)
26 . . . round a building (7)
27 Whistler in East Riding removing crudities (7)
28 Unconcerned to take responsibility for cut (4, 8)

DOWN

2 Watch ruler hunting (7)
3 Last month one friend reached final (8)
4 Almost in good time to see chap out of common (4)
5 Straightforward biography comes into primitive existence (6, 4)
6 Like to take set advantage (5)
7 Obvious one would enter race (7)
8 Irrelevant to get near foreign currency (6, 3, 4)
9 Have a go and break person's limb (6, 4, 3)
14 Old Bob just rings the number of part of London (5, 5)
17 Contemptuous Scots leader getting grain saturated we hear (8)
19 Art of government singularly prudent (7)
21 Feeing very deeply in future for instance (7)
23 Cancel yearly article coming out (5)
25 3 might cause a riot (4)

Solution to Puzzle No. 4,191



ENTERTAINMENT GUIDE

OPERA & BALLET

COLISEUM. Credit cards 240 5258. Reservations 836 3161. ENGLISH NATIONAL OPERA. Tonight, Thurs. & Sat. 7.30: The Merry Widow. Tomor. & Fri. 7.30: Don Giovanni. 104 balcony seats avail. from 10 am on day of perf.

COVENT GARDEN. CC. S. 240 1066. (Gardencharge credit cards 836 6903.) THE ROYAL OPERA. Ton't. & Sat. 7.00: Othello (all seats sold). Thur. 7.30: Werther. THE ROYAL BALLET. Tomor. 7.30: The Sleeping Beauty. Fri. & Mon. 7.30: Four Schumann Pieces/A Month in the Country/Elite Syncopations. 65 Amphi seats avail. for all perfs. from 10 am on day of perf.

SADLER'S WELLS THEATRE. Rosebery Ave., E.C.1. 837 1672. Credit cards 837 3050. 10-6 p.m. Until Feb. 10. D'OYLY CARTE in GILBERT & SULLIVAN. Evgs. 7.30. Mat Sat 2.30. Tonight, Tomor & Wed: The Mikado. Thurs, Fri & Sat: The Sorcerer.

THEATRES

ADELPHI. CC. S. 01-836 7611. Evgs. at 7.30. Sat. 4.00 and 7.45. Mats. Thursday at 3.00. TONY BRITTON, LIZ ROBERTSON, PETER BAYLISS and ANNA NEAGLE in THE WORLD'S GREATEST MUSICAL MY FAIR LADY. Good seats available for most performances. Now booking to Oct. 1980. New Credit Card Hotline 01-836 7358.

ALBERY. S. From 8 a.m. 836 3878. CC. 379 6565. Group sales 379 6061. Evs. 7.45. Mat. Thur. & Sat 4.0 OLIVER. GEORGE LAYTON, HELEN SHAPIRO. CHILD FREE with each ADULT valid 16 years or under and at time of purchase.

ALDWYCH. S. CC. 836 6404. Info. 836 5332. ROYAL SHAKESPEARE COMPANY in repertoire. THE GREEKS. Ten Greek plays given as a trilogy. Ton't., Thurs., Sat. 7.30 Pt 2 THE MURDERS. Tomor., Fri. 7.30 Pt 3 THE GODS. Thurs., Sat. 2.00 Pt 1 THE WAR. RSC also at The Warehouse and at Wyndham's Theatre.

AMBASSADORS. CC. 01-836 1171. Evgs. 8.00. Fri. and Sat. 5.30 and 8.30. DINSDALE LANDEN, GWEN WATFORD, DAVID BURKE, ANGELA DOWN in BODIES by James Saunders. Last weeks—must end March 1st.

APOLLO THEATRE. CC. S. 01-437 2663. Group sales 379 6061. Eves. 8, Mat Thur 3, Sat. 5.30 & 8.30 TIMOTHY WEST as BEECHAM by Caryl Brahms and Ned Sherrin. Directed by Patrick Garland.

ARTS THEATRE. 01-836 2132. TOM STOPPARD'S DIRTY LINEN. Monday to Thursday 8.30, Friday and Saturday 7.00 and 9.15. NOW IN ITS FOURTH YEAR. Lowest-priced best seats in London. £4.00, £3.35, £1.65, plus 15p temp. members. Sat. £4.85, £3.85, £1.05.

ASTORIA. CC. 01-438 8081. 01-734 4291. 01-734 4369. BEATLEMANIA. Mon.-Thurs. 8.00. Fri., Sat. 6.00 and 8.45. Reduced rate Group bookings 01-437 3856. Last 2 Weeks ends Feb 16.

BOULEVARD TH. at the Raymond Revuebar, Walkers Court, Brewer Street. CC. Tel. 01-437 2661. PAUL RAYMOND PRESENTS America's Sex Queen live on Stage. MARILYN CHAMBERS. Must end April 5 prior to American Tour. Twice nightly Mon.-Sat. 8.00 and 10.00 pm.

CAMBRIDGE. 01-836 6056. Credit cards accepted 01-836 7040. Mon. to Fri. 8.00, Thurs. 3.00, Sat. 5.00 and 8.30. THE HIT BROADWAY MUSICAL. GREAT MUSICAL ENTERTAINMENT. CHICAGO. ELIZABETH SEAL, JENNY LOGAN, COLIN BENNETT, DON FELLOWS, HOPE JACKMAN, G. LYON. Reduced prices for parties 379 6061. 665 6055. Students, Nurses, OAP standby £1.50.

COMEDY THEATRE. CC. 930 2578. Mon.-Sat. 8.00. Mats. Fri. and Sat. 5.30. THE ROCKY HORROR SHOW. Group Sales Box Office 01-379 6061. Freephone 2381.

CRITERION. 930 3216. CC bookings 379 6565. Group sales 379 6061. Evs. 8.00. Sats. 5.30 and 8.30. Thurs. mat. 3.00. HALF PRICE PERFS. Mon. Evng. Thur. Mat. NEIL SIMON'S LAST OF THE RED HOT LOVERS. Lee Montague, Georgina Hale, Bridget Turner and Susan Engel.

DUKE OF YORK'S. 836 5122. GLENDA JACKSON. ROSE. Red. price Prevs. from Feb. 20. Opens Feb. 28.

GARRICK. CC. 01-836 4601. Evgs. 8.00 (sharp). Fri. and Sat. 5.30 and 8.30. Gareth Hunt in DEATHTRAP.

GLOBE THEATRE. S. CC. 01-437 1592. Group sales 379 6061. Evgs. 8.00. Mat. Wed. 3.00. Sat. 5.0 and 8.15. Beryl Reid, Barry Foster, Peter Bowles, Jan Waters in a new play by Peter Nichols BORN IN THE GARDENS. Directed by Clifford Williams.

GREENWICH THEATRE. S. CC. 858 7755. Evgs. 8.00. Mats. Sats. 2.30. LIBERTY HALL. A new play by Michael Frayn. "As merry a romp as I have seen for years." D. Tel. "A jolly evening with excellent performances." Times.

HAYMARKET. CC. 01-930 9832. Evenings 8.00. Wed. 2.30. Sat. 4.30 and 8.00. Gerald Harper, Kate O'Mara in the Sherlock Holmes Mystery THE CRUCIFER OF BLOOD by Paul Giovanni. LAST 4 WEEKS. ENDS MARCH 1.

HER MAJESTY'S THEATRE. 930 6606. Opening March 10. The Award Winning Broadway Musical ON THE TWENTIETH CENTURY. Reduced price previews from March 10.

KING'S HEAD. 226 1916. Dnr. 7.00. Show 8. Estelle Kohler in SHAKESPEARE LADY. The Life and Times of Fanny Kemble.

LYRIC HAMMERSMITH. 01-741 2311. Prevs. from Tomor. Evs. 7.30. Opens Feb. 12 at 7.00. Subs. Evs. 7.30, Thur. Mat. 2.30 Sat. 4.30 & 8.15. COUNTRY LIFE. First London showing of Goldini's most delightful comedy. With Keith Drinkel, Julia Foster, David Gwillim, Ciaran Madden as the young lovers. Directed by David Giles. Special Event: Sun. Feb. 17 at 8.00. Smith of Smiths. Timothy West as Sydney Smith; with Prunella Scales & Julian Glover.

LYRIC THEATRE. CC. 01-437 3686. Grp. Sales 379 6061. Evgs. 8.00. Wed. 3.00. Sat. 5.00 and 8.00. RICHARD BRIERS, PAUL EDDINGTON in MIDDLE AGE SPREAD. COMEDY OF THE YEAR. WEST END THEATRE AWARDS.

MAY FAIR. CC. 01-629 3036. Preview Tonight at 8.00. Opens Tomor. at 7.00. Subs. Mon.-Thurs. 8.00. Fri., Sat. 6.00, 8.45. SUSANNAH YORK, DANIEL MASSEY, DONALD PICKERING, Frances White in APPEARANCES by Simon Benmussa after Henry James.

NATIONAL THEATRE. S. CC. 928 2252. OLIVIER (open stage): Ton't. 7.30 RICHARD III by Shakespeare. Tomor. 7.30 Amadeus. LYTTELTON (proscenium stage): (low price prevs). Ton't., Tomor. 7.45 THEE AND ME a new play by Philip Martin. COTTESLOE (small auditorium—all tkts. £2.50. Student Standby £1.20): Eugene O'Neill Season: Ton't. 6 THE LONG VOYAGE HOME. Tomor. 8 Hughie. Excellent cheap seats from 10 am day of perf. all 3 theatres. Car park. Restaurant 928 2033. Credit card bkgs. 928 3052.

OLD VIC. 928 7616. Le Groupe TSE presents PEINES DE COEUR D'UNE CHATTE ANGLAISE (Heartache of an English Pussycat). Evenings 7.00. Thurs. and Sat. Matinees 2.30.

OLD VIC. 928 1616. Abbey Theatre Company presents Cyril Cusack in A LIFE by Hugh Leonard, author of "Da." Feb. 4-15, two weeks only, at 7.30 pm. Sponsored by Kerrygold and B & I Line and presented as part of "A Sense of Ireland" (London Festival of Arts).

PALACE. CC. 01-437 6834. Mon.-Thurs. 8.00. Fri., Sat. 6.00 and 8.40. JESUS CHRIST SUPERSTAR by Tim Rice and Andrew Lloyd-Webber. Group sales 01-379 6061 or Freephone 2381.

PALLADIUM. CC. 01-437 7373. YUL BRYNNER in RODGERS & HAMMERSTEIN'S THE KING AND I also starring VIRGINIA McKENNA. HOTLINE—01-437 2055. Evenings 7.30. Mats. Wed and Sat. 2.45. Some good seats available for Wed. mats.

PHOENIX THEATRE. CC. 01-836 2294. Evgs. 8.00. Wed. 3.00. Sat. 5.00 & 8.30. SUSAN HAMPSHIRE, PATRICK MOWER. SECOND YEAR OF TOM STOPPARD'S NIGHT AND DAY. Directed by Peter Wood. BEST PLAY OF THE YEAR Evening Standard Drama Award.

PICCADILLY. From 8.30 am. 437 4506. CC. bkgs. 836 1071. Evgs. 8.00. Thurs. 3.00 and 8.00. Sat. 5.30 and 8.30. PETER BARKWORTH, HANNAH GORDON in Brian Clark's new play CAN YOU HEAR ME AT THE BACK! LAST 2 WEEKS. ENDS 10 FEB.

PICCADILLY. From 20 Feb. Royal Shakespeare Company in Hart and Kaufman smash hit comedy ONCE IN A LIFETIME. Winner of 5 awards with, from 14 March Jane Lapotaire, winner of 3 awards as Piaf in Pam Gems' PIAF.

PRINCE EDWARD. CC. 01-437 6877. Evgs. 8.00. Mats. Thur. and Sat. at 3.00. EVITA by Tim Rice and Andrew Lloyd-Webber. Directed by Harold Prince. Matinee seats now available.

PRINCE OF WALES THEATRE. 930 8681. An Evening with TOMMY STEELE and his Company. Evgs. Mon.-Thurs. 8.30. Fri. and Sat. 6.00 and 8.30. Book Now.

RAYMOND REVUEBAR. CC. 01-734 1593. At 7.00, 9.00, 11.00 pm. Opens Suns. PAUL RAYMOND presents THE FESTIVAL OF EROTICA. New Acts! New Girls! New Thrills! 23rd Sensational year. Fully air-conditioned.

ROYAL COURT. S. 730 1745. Opens Tonight at 8. Subs. Evgs. 8. PEOPLE SHOW ("THE TRUEST THEATRICAL MAGIC IN BRITAIN" Times) No 84. Mon. & Tue. all seats £1.50. Wed. to Sat. all seats £2.00.

ROYAL COURT THEATRE UPSTAIRS. 01-730 2554. Prev. Ton't. & Tomor. 7.30. Opens Thurs. at 7. Subs. Evgs. 7.30. World Premiere THE KEY TAG by Michael McGrath.

ST GEORGES THEATRE. S. 607 1128. Evgs. 8. Sat. Mats. 5 (24 hr. bkg.). Eiel Hale, John Quentin in ON APPROVAL. Frederick Lonsdale's comedy. "Simply spiffing performances" Gdn. Special 2.0 perfs. Today to Thur. Merchant of Venice. Fri. Julius Caesar.

ST. MARTIN'S. Credit Cards. 836 1443. Evgs. 8.00. Tues. 2.45. Sats. 5.00 and 8.00. AGATHA CHRISTIE'S THE MOUSETRAP. WORLD'S LONGEST-EVER RUN. 28th YEAR.

SAVOY THEATRE. 01-836 8888. CC. 836 8118. (Mon.-Fri. 10-6). LESLIE PHILLIPS, JUNE WHITFIELD, SYLVIA SYMS and ANDREW SACHS NOT NOW DARLING. Mon.-Thurs. 8.00. Fri. and Sat. 5.45 and 8.45. Reduced price mats. on Friday. Group bookings 01-437 3856.

SHAFTESBURY THEATRE. CC. S. 01-836 6596. Mon.-Fri. Evgs. 8.0. Weds. 3.0. Sat. 5.30 and 8.30. CAROL CHANNING HELLO DOLLY. Also starring EDDIE BRACKEN. Seats £1-£6.50. Group Bookings 01-734 2293. SPECIAL PRICES STUDENTS and OAPs (Wed. Mat. all seats £2.50 OAPs and students).

STRAND. 01-836 2660. Evenings 8.00. Mats. Thurs. 3.00, Sat. 5.30 and 8.30. LONGEST RUNNING COMEDY IN THE WORLD. NO SEX PLEASE—WE'RE BRITISH. Directed by Allan Davis. Credit Cards 01-836 4143. Group Sales 379 6061 or Freephone 2381.

TALK OF THE TOWN. CC. 01-734 5051. AIR CONDITIONING. CREDIT CARDS. LONDON'S GREATEST NIGHT OUT. From 8.00. Dining and Dancing. 9.30 SUPER REVUE "BUBBLY." AT 11.00 America's singing star CASHEARS. Dancing until 1.00 am.

VAUDEVILLE. S. CC. 01-836 9988. Evgs. 8.00. Sat. 5.30 and 8.30. Wed. Mat. 2.45. ALAN BATES in STAGE STRUCK. A new thriller by Simon Gray.

VICTORIA PALACE. CC. 01-828 4735-6. 01-834 1317. Evgs. 7.30. Mats. Wed. and Sat. 2.45. ANNIE. Group Sales Box Office 01-379 6061 or Freephone 2381.

WAREHOUSE. Donmar Theatre, Covent Garden. Box Office 836 6808. S. Royal Shakespeare Company. Ton't. 7.30 MUCH ADO ABOUT NOTHING (sold out).

WEMBLEY ARENA. 01-902 1234. Entirely new prodn. of the lavish HOLIDAY ON ICE. Tue to Fri 7.45. Mat Weds & Feb 19, 21 at 3. Sats 2, 5 & 8. Suns 3 & 6.30 (No perf Mon). Childn & Senior Cits half price. Pay at doors. Ample parking.

WHITEHALL. CC. 01-930 6692-7765. Mon. to Thurs. 8.00. Fri. and Sat. 6.10 and 8.30. IPI-TOMBI. FIFTH GREAT YEAR. Transferred to the Astoria Theatre Feb. 20. booking now.

WINDMILL. CC. 01-437 6312. Twice nightly at 8.00 and 10.00. Suns. 6.00 and 8.00. Paul Raymond presents RIP OFF. Hotter than ever for 1980. The erotic experience of the modern era. Fifth great year.

WYNDHAM'S. 836 3028. CC bkgs. 379 6565. Evgs. 8.00. Royal Shakespeare Company in PIAF. Pam Gems' play with songs about the legendary Piaf.

CINEMAS

ABC 1 & 2. SHAFTESBURY AVE. 836 8861. Sep. Perfs. ALL SEATS BKBLE. 1: APOCALYPSE NOW (X). Wk. & Sun. 1.15, 4.30, 7.55. 2: TIME AFTER TIME (AA). Wk. & Sun: 2.00, 5.00, 8.00 (last 3 days).

CLASSIC 1, 2, 3, Haymarket (Piccadilly Circus Tube). 01-839 1527. 1: APOCALYPSE NOW (X). A 70 mm Dolby Stereo presentation. Progs. 1.30, 4.30, 7.40. 2: LAST 2 DAYS: THE HUMAN FACTOR (AA). Progs. 2.00, 4.45, 7.30. 3: SUNBURN (A). Progs. 12.30 (not Sun.) 3.10, 5.40, 8.10.

CLASSIC POLY, Oxford Circus (Upper Regent Street). 637 9863. A DIFFERENT STORY (AA). Progs. 1.00 (not Sun.), 3.00, 5.35, 8.05.

CLASSIC 1, 2, 3, 4, 5, Oxford St. 01-636 0310 (opp. Tottenham Court Rd Tube). 1: James Brolin THE AMITYVILLE HORROR (X). Full Stereophonic sound. Progs. 1.00, 3.25, 5.55, 8.20. 2: Clint Eastwood ESCAPE FROM ALCATRAZ (AA). Progs. 1.40, 4.00, 6.20, 8.40. 3: Woody Allen MANHATTAN (AA). Progs. 12.50, 2.50, 4.50, 6.50, 8.50. 4: THE HUMAN FACTOR (AA). Progs. 2.00, 4.50, 7.55. 5: THE LORD OF THE RINGS (A). Sep. perfs. 2.00, 5.00, 8.00.

CLASSIC, Leicester Square. 930 6915. LAST 2 DAYS! HOT STUFF (AA). STEEL (AA). Progs. 12.10 (not Sun.), 2.05, 3.40, 7.10.

CURZON, Curzon Street, W1. 499 3737. LEE REMICK in THE EUROPEANS (U). Progs. 2.00 (not Sun.) 4.00, 6.20, 8.40.

ODEON HAYMARKET (930 2738-2771). Jill Clayburgh in Bertolucci's LA LUNA (X). Sep. perfs. Wks. 1.45, 5.05, 8.10.

ODEON LEICESTER SQUARE (930 6111). THE BLACK HOLE (A). Sep. perfs. Dly. 1.45, 5.00, 8.15. All Seats may be booked at Box Office or by Post.

ODEON MARBLE ARCH W2 (723 2011-2). ONE FLEW OVER THE CUCKOO'S NEST (X). Sep. progs. Sun.-Fri. 3.45, 7.40. Sat. 1.15, 4.40, 8.05. Evening Perf. & Week-ends may be booked in advance.

PRINCE CHARLES, Leic. Sq. 437 8181. World Premier Presentation NIGHT GAMES (X). Sep. Perfs. Dly. (inc. Sun.) 12.20, 2.35, 5.55, 8.35. Late show Fri. & Sat. 11.15. Seats Bkble. Lic'd. Bar.

SCENE 1, Leic. Sq. (Wardour St.) 439 4470. ALIEN (X). Progs. 1.05, 3.35, 6.00, 8.30. Late show Fri. & Sat. 10.55.

STUDIO 1, 3 & 4. Oxford Circus. 437 3300. Lic'd Bar. 1: THE DEER HUNTER (X). 12.45, 4.05, 7.30. Late show Sat. 10.50. 3: TIME AFTER TIME (AA). Progs. 12.35, 2.35, 5.20, 8.05. Late show Sat. 10.55. 4: APOCALYPSE NOW (X). Sep. Perfs. Dly. 1.45, 4.50, 8.00. Late show Sat. 11.10. Seats Bkble.

CLUBS

EVE has outlived the others because of a policy of fair play and value for money. Supper from 10-3.30 am. Disco and top musicians, glamorous hostesses, exciting floor shows. 189, Regent St. 734 0557.

GARGOYLE, 69, Dean Street, London, W1. NEW STRIPTEASE FLOORSHOW "AS YOU LIKE IT" 11-2.30 am. Shows at Midnight and 1 am. Mon.-Fri. Closed Saturdays. 01-437 6455.

ART GALLERIES

AGNEW GALLERY, 43, Old Bond St., W1. 629 6176. 107th ANNUAL WATER-COLOUR EXHIBITION. Until 10 February. Mon.-Fri. 9.30-5.30. Thurs. until 7.

HAMILTONS, 13, Carlos Place, nr. Grosvenor Square, W1. 499 9493-4. Lithographs by SONIA DELAUNAY. Sculpture by SIMONE MASSOUD. Plus Hamiltons' own fine art stock. 4th-28th February. Open Mon.-Fri. 9.30-5.30. Saturday 10.00-1.00.

LEFEVRE GALLERY, 30, Bruton St., W1. 01-493 1572-3. 19th & 20th CENTURY PAINTINGS AND DRAWINGS on view. Mon.-Fri. 10-5.

MALL GALLERIES, The Mall, SW1. CONTEMPORARY YUGOSLAV ART. Mon.-Fri. 10-5. Sats. 10-1. Until 14 Feb. Adm. Free.

MARLBOROUGH, 6, Albemarle St., W1. STEPHEN EDLICH. Recent paintings and collages. Mon.-Fri. 10-5.30. Sat. 10-12.30.

OMELL GALLERIES, 22, Bury Street, St. James's, London, SW1. 19th CENTURY ENGLISH AND CONTINENTAL OIL PAINTINGS. We currently hold five hundred selected works with prices from £400-£10,000. For further details please telephone 01-839 5274-5.

OMELL GALLERIES, 40, Albemarle St., Piccadilly, W1. FINE 20th CENTURY BRITISH EUROPEAN PAINTINGS. Many delightful subjects, including always GREAT SELECTION OF MARITIME PAINTINGS by outstanding Artists but at REALISTIC PRICES.

REDFERN GALLERY OSBERT LANCASTER A Retrospective Exhibition. February 6-27. 20, Cork Street, London, W1. Mon.-Fri. 10-5.30. Sats. 10-12.30.

SANDFORD GALLERY, Covent Garden, 1, Mercer Street, Long Acre, WC2. Mon.-Sat. 11-6. John Bratby, RA. 30 years retrospective. 270 works.

THE PARKER GALLERY, 2, Albemarle Street, Piccadilly, W1. Exhibition of Old Marine, Military and Sporting and Topographical Prints and Paintings and Ships Models.

CLASSIFIED ADVERTISEMENT RATES

	per line £	single column cm. £
Commercial and Industrial Property	6.00	19.50
Residential Property	3.50	12.50
Appointments	6.00	19.50
Business and Investment Opportunities, Corporation Loans, Production Capacity, Businesses for Sale/Wanted	7.00	23.00
Education, Personal, Gardening	6.00	17.00
Motor Cars	3.50	14.00
Hotels and Travel	4.00	15.00
Contracts and Tenders	6.00	19.50
Book Publishers	—	9.00

Premium positions available
(Minimum size 30 column cms.)
£2.00 per single column cm. extra

For further details write to:
Classified Advertisement Manager
Financial Times, 10 Cannon Street, EC4P 4BY

Cartwright Hall, Bradford

Victor Pasmore

by WILLIAM PACKER

The Arts Council's running programme of small touring exhibitions has always been among the most useful of the very many that it puts together. Indeed in recent years, ever since the V. and A.'s much regretted withdrawal from the field, it has taken on alone art of all kinds, ancient and modern, major and minor, large and small, to the people: and long may the Council feel able to continue with it. The shows hemselves too often pass nremarked, recorded only n their own documents, and ey are not always welcomed, et alone appreciated dutifully y the receiving local audience; ut for all that, they chip eadily away, after their modest shion, at the rock of blindss, indifference and prejudice at stands, unfortunately, for our general attitude towards the visual arts. If it is right that we should sustain a public policy of cultural broadcast, such exercises as these must remain central to it.

Two exhibitions that are entirely typical of it are to be seen in Yorkshire, both of them retrospective studies of the work of single artists: the sculpture of Henri Laurens at the Graves Gallery in Sheffield (until February 17—and then on to Dundee, Cardiff and Hull), the paintings of Victor Pasmore in Bradford, at the Cartwright Hall (until March 9—and on to Liverpool, Norwich, Leicester, Newcastle and at last to the Royal Academy in London). And both are serious, comprehensive and yet far from exhaustive, and above all else, accessible, letting the work speak quietly for itself, with all its faults and virtues.

For Art is mysterious enough without gratuitous mystification, and it seems to me most important that an undue deference should not be forced upon the innocent viewer. Not every work of art worth considering is necessarily a master-piece, and an artist may be admirable without being great. The flawed work, the qualified failure, the limited success are at the very heart of the business, drawing us in to consideration of the search and the attempt rather than the final achievement. It is indeed sometimes enough to have taken part.

The Pasmore show makes the point very clear. Here is one of our senior artists, one of the few who enjoys an established international reputation, showing work which quite belies the nature of that reputation. He has always been generally admired as something of an aesthete, his most popular work considered to be exquisite in the delicacy and charm of the touch and judgment it exhibits, whether it might be an early lamp-lit nude or misty river-scape, or a late lyrical abstraction: and what we see here is work which, from first to last, is characterised by awkwardness and infelicity in drawing and handling. He would seem to have suffered in fact, if to be successful can ever be to suffer, from an admiration that is quite misapplied: which is not at all to say that his work is unworthy, unserious or uninteresting. It is rather to say simply that he has been celebrated for a touch he never possessed, for master-pieces that never were. And his faults and shortcomings, if that is what they are, are the keys to an understanding of his work, not his successes; and there is no disgrace in that.

What happened is perfectly simple. Pasmore had been associated in the late thirties with the Euston Road school of figurative artists, and his first and understandable success was with the work that came out of it, a romantic naturalism, all soft edges and rich, pink flesh, followed by a series of seductively atmospheric landscapes. And then suddenly, in the later forties, to howls of popular dismay, he Went Abstract, his apparent defection still remembered as a minor crisis in domestic art history.

The consequence was that the quality and nature of what had gone before were alike mistaken, its physical beauty exaggerated, its essential preoccupations misunderstood. And in the last decade and a half, when the abstract imagery has taken on an openly lyrical and suggestive quality, those early virtues have been discerned and their return applauded.

But there was no betrayal, no apostasy. The value of this little exhibition, though it is hung chronologically, is that it is small enough nevertheless for the eye to jump directly across the years: and though the superficial differences in the works remain obvious, the essential coherency is emphatically demonstrated. The descending sequence of orbs, for example, that are the heads of the customers in the Soho Cafe (1946), relates directly and clearly to the amorphous, organic forms of the Blue Symphony (1967-76) at the other end of the room. The girl's bolster in The Studio of Ingres (1945-47) prefigures the whorls of the Spiral Snowstorm (1950-51), and her arms and crossed legs, so awkward and unresolved in themselves, are yet clear indications of Pasmore's enduring concern with the diagrammatic, linear description of pictorial space, which continues through the landscapes, and the constructions, and the architectural projects of his middle years, to the biological diagrams that lie behind so much of the later work. The landscapes become the collages of the early fifties, which in their turn become the relief constructions of the fifties and early sixties. The work may change, but the *sensibility* remains the same.

The later work is in general the weaker, grown slacker, more self-conscious, and exhibiting a curiously insensitive tastefulness, full of injudicious transitions, from board to fabric to paint, and weak drawing. The line is less confident, scratchy rather than incisive, and the imagery is decoratively repetitive. It *may be no coincidence* that Pasmore moved to Malta in 1966, for since then his work has seemed increasingly out of touch, and even anachronistic. Many of these faults were always there, but checked by a dogged mental engagement that have now gone; which is a pity. But Pasmore is what he is, an artist particularly of the 1940s and 1950s, and his work of that time remains significant and will stand. For our part we must be sure to see it for what it is.

I hope to discuss the Laurens exhibition another time.

Victor Pasmore with one of his works

ovent Garden

Shirley Verrett

by MAX LOPPERT

Iiss Verrett's voice sounded n poor shape more or less roughout Sunday's recital, her st at the Royal Opera House, , it was a considerable relief learn from her, in a little nnouncement made just before he second encore, that it *had* een in poor shape, a prey to llergies. But why make the nnouncement after the main vent? It was no pleasure to ave spent two uncomfortable ours pondering the apparent ecline of an admired singer's owers, the dulled, furry tone, he uncertain low and high notes sometimes clean and strong as emembered, sometimes weakly nresonant), the awkward ransitions between registers; nd while one is always glad to ave gloomy diagnosis of this ind proved premature. It was lear that the failure to request the tolerance of the audience at the suitable moment was directly responsible for the lack-lustre and disappointed air in the house all evening.

The mezzo-soprano—as she still sounds, though a recent transfer to the *soprano category* has been much advertised—began with three Pergolesi arias, each with *assertive* and colourful passages as well as uneasy ones. But there was then a far sterner test to be faced in the form of the *Frauenliebe und -leben*. Miss Verrett's courage in persevering with Schumann's long lines was to be saluted, and a direct, unsentimental interpretation could be dimly perceived: in truth, though, hardly a *phrase* came *out uncracked* in its centre. There was very little support here, or in the selection of spirituals and Chausson songs after the interval, from Warren Wilson, a pianist of debilitated rhythm, thin tone, and many wrong notes. A return visit by Miss Verrett is cordially urged: as a recitalist she has yet to be properly *measured*.

Wigmore Hall

Marilyn Minns

by DAVID MURRAY

Miss Minns grew steadily more interesting as her recital on Saturday progressed. Her light, pretty soprano has *too* suggestive a colour to count as a mere soubrette-voice, but in her opening Mozart group and most of her Schubert she was content to flute charmingly, displaying an enviable ease in the high register and a pale, worryingly unsupported lower range. Her German lacked all conviction (her French in two Mozart songs was subfusc, too) —not mispronounced, just de-energised: she sang the sentiments, *in effect, rather than* the words, with clouded vowels and consonants that served only to defeat a true legato.

With "Die junge Nonne" her address was suddenly much sharper. Taken unusually slowly (but with a fine, threatening storm *roaring* from Nicholas Routley's piano), the song almost a *scena* — was vividly shaped and correspondingly moving. Perhaps Miss Minns' bent is really for opera, one thought; but with her Strauss songs, of which "Freundliche Vision" at least requires intimate emotional re-creation, we were back to tasteful vocalising. *And* then, after the interval, Debussy drew the artist out of hiding: if "Fantoches" tested her rapid *articulation* rather hard, the other *Fêtes galantes* and the three Mallarmé songs came to idiomatic life, delivered as gracefully as her earlier music but far better thought through and communicated. Mr. Routley, an admirably unshrinking accompanist, made much of the subtleties of the piano writing.

Best of all were Ravel's Greek folksongs—an altogether winning *performance*. *The* words would seem to matter least there, but in fact Miss Minns used them to great effect; and the lower voice revealed more *expressive substance*, and she proved after all to command a lovely legato. She and Routley enjoyed themselves infectiously in Prokofiev's "Ugly Duckling," and "Seligkeit", her lilting Schubert encore, was roughly three times as persuasive as "Im Frühling" had been earlier. Perhaps her attractive stage presence had concealed *preliminary nerves. In any case*, the final impression left was of an individual musical personality in mid-flowering, to *be* watched with high hopes.

Andy Warhol at Arts Council shop

Andy Warhol, the American artist, *will* be at the Arts Council Shop, 8, Long Acre, London, WC2, from 12.30—1.30 pm on Friday, February 8, to sign copies of his book *Andy Warhol's Exposures* (published by Hutchinson at £8.95).

The book, his first book of photographs, *contains* 500 illustrations of "the new elite"—celebrities and friends at leisure, and a lengthy text by Warhol.

Barnet

Rubbra's Fourth Quartet

by ANDREW CLEMENTS

The neglect of Edmund Rubbra's music, both in the concert hall and on record, has become the source of much calculated outrage. Extravagant claims *for* his significance are inflated by prolonged frustration and no doubt devotees would find further fuel for their protestations in his fourth string quartet. Privately commissioned and first performed in 1977 at the Oxford Festival it has only now reached London, and that not in a well publicised event on the South Bank but in a concert at Barnet College last Saturday evening given by the Amici Quartet. All credit to the organisers for securing such a substantial première. But Rubbra's music has remained defiantly so non-developing *that* the emotional territory and language of the new quartet seemed quite familiar.

However, the fourth quartet does break with the tradition of its predecessors in its overall shape: a classical four-movement plan is replaced by a pair of predominantly slow movements, the first sub-dividing to end in an unconsummated scherzo. The work is intended as an elegy — it is dedicated to the memory of a young American fan of Rubbra's music — and the culmination of the work is the short final Adagio with brief, *intense* climax and gently unwinding coda.

Rubbra's thought is essentially chordal, and the surface features of his music merely variegation; apparent changes of tempo and character arise from sub-divisions of the basic pulse rather *than from a faster* harmonic rhythm. In the fourth quartet interest is sustained by rhythmic elaboration and by the considerable independence of the four string parts. Melodic ideas are very much subsidiary: a folksy tune appears almost by accident towards the end of the first section, and the scherzo theme is given a bounding *pizzicato* accompaniment, but elsewhere precious little would reward a casual listener. Admirers would not have it otherwise, but this lack of conspicuous virtues in favour of quiet subtleties is likely to remain the severest obstacle to Rubbra's greater appreciation and recognition.

1980 Shell music scholarship

Shell U.K. and the London Symphony Orchestra have announced the fourth national competition for young instrumentalists in the UK. This year's competition will be for timpani and percussion and it is believed it will be the first of its kind *in this* country.

Candidates will be required to play a wide range of excerpts from the symphonic repertoire, and an important new work *commissioned* by Shell UK from Andrzej Panufnik.

The 1980 Music Scholarship will take the form of a four-day workshop from Monday, July 21 to Thursday July 24, from which a number of players will be *selected to take part* in the *semi-final* on Friday, July 25, and the final next day.

The whole scholarship will be staged in London at the Henry Wood Hall, Trinity Church Square, Southwark, London, SE1.

The *first* prize of £3,000 is to be spent in the best interests of the winner's development — for example, on advanced tuition, or the purchase of instruments. It is intended to facilitate the entry of the winner into the musical profession at an appropriate level. He, or she, will also receive a cash award of £100 and the Shell-LSO Gold Medal.

Première of David Bintley's new ballet

David Bintley's new plotless ballet for Sadler's Wells Royal Ballet, *Homage to Chopin*, has its première at the Royal Shakespeare Theatre, Stratford-upon-Avon, on Friday February 15.

The ballet has been designed by *Mike* Becket, who *has* collaborated with Bintley on all his previous ballets, and the music is Andre Panufnik's Homage to *Chopin*.

The cast of seven includes David Ashmole, Siobhan Stanley, Anya Evans, Judith Rowann, Jennifer Mills, Nicola Katrak and Jania Parsons.

Purcell Room

Young Musicians '80

by DOMINIC GILL

Since its debut in 1969, the Young Musicians Scheme organised by the Greater London Arts Association has provided a concert platform each January or February on the South Bank for about a dozen *young artists* (age limit 26 for instrumentalists, 28 for singers) selected at auditions the previous year. The main purpose of the concerts is to provide "concert promoters throughout London and elsewhere with the opportunity to hear *these artists* with *a* view to future engagements." The GLAA itself plays the role of "showcase," not *agency*—although an important feature of the scheme encourages promoters engaging Young Musicians in the GLC area to apply to the GLAA for grants towards the artists' fees.

Last Sunday afternoon and evening, at two recitals in the Purcell Room, we heard 11 of this year's 12 finalists (the organist has a recital elsewhere) — a saxophonist, a violinist, two pianists, three *singers*, and *string* quartet. It was a long day's music-making. And it was also once more a *remarkable achievement*: programmes were so well varied, and standards so invigoratingly high, *that in all of nearly five* hours playing there was barely a dull five minutes.

None of the three brightest stars of the event was entirely unknown — talent of such an order would be difficult to hide: but each was clearly destined for *much wider* audiences, and very soon. The Irish pianist Barry Douglas (born 1960) is still 19, but he already has the maturity and command of an artist twice that age. Four years ago he won a special prize at the first British Liszt Piano Competition: and the two Liszt pieces he offered in this programme were splendid evidence *of that jury's foresight* — *a* B minor Ballade of faultless control in every element, lyrical, textural, structural, a huge and stirring performance, massively contained: and a brilliant account of the first Mephisto Waltz, full of noble poetry as *well as* high excitement. Only four days after Kristin Merscher's debut at the Wigmore *Hall* (which *I* reviewed here last week), yet another prodigious teenage pianistic talent to watch with lively interest.

John Harle (b. 1956) is already a busy professional, and known especially as the leader of the Myhra Saxophone Quartet. His playing on Sunday confirms that he is also one of the most *accomplished* "straight" saxophonists of his generation. The tonal range of the instrument is effortlessly and powerfully exploited — from the coarser amplified-clarinet sonority, through the creamier middle registers, to the pure-brass tone, cool and smooth, of a flugel horn.

He had the confidence to begin his short programme with a transcription for alto sax of Debussy's *Syrinx* for solo flute: triumphant vindication of a bold risk, so sweetly (and, against all the odds, idiomatically) did the performance sound. Mr. Harle gave the premiere too of a new solo work specially commissioned for the concert from Dominic Muldowney . . . *in a hall of mirrors* . . . six minutes from a looseleaf sketchbook of motifs and counter motifs, attractively presented, and tied with a thematic ribbon to boot: and an exuberantly persuasive account of a sonata for alto sax and piano by Paul Creston, whose name I hadn't heard before, but who could be an Anglicised third cousin of Rakhmaninov.

The soprano Fiona Dobie (b. 1951) is no stranger either *to British audiences*: her contribution was a welcome reminder of, rather than an introduction to, *a fresh* and attractive soprano voice, and a lively presence, that has already made its mark in recital in London and with the Glyndebourne touring company—should the GLAA selection panel maybe concentrate a little more closely on those many young artists poised on the critical brink of a career, rather than on those who have *decisively* taken the plunge? But no matter: Miss Dobie's deft evocation of Monica's aria from *The Medium* was a delight, her Schubert firm and clear, and her Poulenc—the two Louis Aragon settings—delivered with fine poise and concentration.

The chamber ensemble of the series, a new String Quartet called Endellion founded only a year ago, was a category to itself—and a major find. They played a single work, Debussy's quartet: and that alone, without prelude or warm-up, was a performance of major quality, beautifully tuned and voiced, finely detailed, keenly shaped. *If* the rest of the Endellion's repertoire is as good as their Debussy, the Medici and Fitzwilliam *will* soon have new, substantial rivals in their wake.

None of the remaining Young Musicians made quite so strong an impression as these seven, but there were notable gifts among them none the less. The violinist Paul Barritt (b.1953) gave a robust, clean-cut account of Brahms's *Sonatensatz* scherzo, and a spare, precisely-gauged reading of Webern's op. 7—a warm and convincing presence. Jane Roberson (b.1954) is a quick and intelligent soprano of beguiling platform manners, just a shade too easily squeezed into reediness in the upper registers, and for my taste a little too readily arch in her humour: but a valuable *musician*, who will have much to offer as the voice matures.

The robust tenor of William Kendall (b.1951) seemed set to blast us from our seats with the vigour of his delivery of the "Cuius Animam Gementem" from Rossini's *Stabat Mater*. His "Bien aimée" of Lalo was vigorous, too, but more nicely scaled; and his Bach, Brahms and Britten were pleasing, well-formed. The only serious disappointment of the two recitals was the piano playing of Peter Levitt (b.1953)—whose Liszt (the Petrarch Sonnet 104) was wooden and technically awkward, and whose Beethoven and Prokofiev was dull and unevenly, unimaginatively voiced. Even *physically*, the tense, jabbing stance at the instrument, a bundle of contradictions and conflicts, was fundamentally wrong.

The GLAA's scheme also embraces a Young Composer's prize in each programme, a pair of new works commissioned for, and performed by, Young Musicians of the previous year. Roger Redgate's (b.1958) sonata for flute and piano seemed to juxtapose and force into uneasy *partnership two* radically different kinds of music—a rather drily lyrical, Boulezian "serial" manner with sequences of much broader and more colourful impressionist gesture: intriguing, unstable combination: interesting idea.

George Nicholson's (b.1949) *N'est ce-pos?* for solo violin moved by stops and *starts* in short paragraphs of excitable and vividly contrasted material: but the mood was none the less cool, *reflective*, the tone-colours muted — a nice ambivalence, stimulating and disconcerting. Neat, apt works both, brief and to the point.

Paul Scofield as Othello

Othello, with Paul Scofield in the title role, will be staged by the National Theatre in March. Of the four great tragic roles in Shakespeare (Hamlet, Macbeth, Othello, and King Lear), Othello is the only one Mr. Scofield has not played before.

Michael Bryant is to appear as Iago, also for the first time.

Othello opens on Thursday, March 20, in the Olivier Theatre.

FINANCIAL TIMES
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PS4. Telex: 8954871, 883897
Telephone: 01-248 8000

Tuesday February 5 1980

Money supply dilemmas

CONTROL of the money supply is commonly discussed by politicians as if it were purely a question of doctrine, backed by sufficient willpower; but the events of the last few days might have been designed to show that it can also pose technical problems so acute as to risk undermining the policy itself. The large inflows across the exchanges last month illustrate one side of the problem—the difficulty of achieving a good deed in a naughty world. The extraordinary gyrations of both long and short term interest rates in the last few days illustrate the other: the danger that actions designed to stabilise the economy will in the short term destabilise it.

The rise of £435m in the reserves is not, it is true, due entirely to foreign inflows; perhaps only about half of it is due to this cause. However, although the authorities have been willing to let the exchange rate rise, it is clear that in present circumstances there is a tendency for a series of "smoothing" interventions in the exchange markets to add up to a fairly consistent one-way flow.

Admitted demand

Of course, tightness in the UK money market is only one of the attractions for foreign funds. There now appears to be a significant and admitted demand from foreign central banks for enhanced sterling reserves; we, like the Germans, appear to be meeting this demand, albeit reluctantly. So far as this is the cause, an increase in counterpart UK reserves of foreign currency is natural, and has no disturbing monetary implications apart from the general worries which must arise from an excessive growth of world reserves.

A second cause of inflows is speculative foreign demand for UK Government stock. This has no impact on the money supply, but does imply a potential free gift to foreign investors if and when monetary restraint achieves its objectives. It seems extraordinary that even now there seems to be no proposal to make UK stocks somewhat less attractive to foreign holders.

Finally, however, we come to the self-imposed problems which arise from the technical means of monetary control still ruling in this country, though some changes are promised for the near future. These arise from the fact that sales of long-term Government securities (including National Savings instruments) are almost the sole means of controlling the quantity of money.

Since long-term securities change sharply in capital value when the rate of interest moves up or down, such markets are by nature tidal, with sales peaking when the return on Government stock itself seems near a peak, and falling to a trickle between times. Any residual Government borrowing from the banking system adds to banking reserves, and has a potential geared-up effect on monetary growth.

Works both ways

This geared-up response works both ways, as has been demonstrated in recent days. when its own accounts are in substantial funding at a time when it own accounts are in balance or in surplus, the squeeze feeds directly through to bank reserves. This leads to turmoil in the money markets, no doubt attracting overseas funds; it also gives rise, under our present "corset" regulations, to all sorts of other strange distortions, which may well be reflected in the banking figures this week. Not the least of them is the spectacle of a central bank struggling simultaneously to check monetary growth and to prevent a still further rise in short-term interest rates.

These events suggest their own cure: a system of monetary control which does not rely so heavily on the sale of stocks in which there is a heavily speculative market, and which does not therefore need the support of a distorting "corset."

Cure themselves

These are presumably the aims of the monetary reform proposals which are shortly to be unveiled. If, among other results, they enable the authorities to mop up excess liquidity across the whole market spectrum, instead of relying so heavily on the gilt-edged market, some of the other dilemmas may tend to cure themselves. Some critics are now arguing that a pure monetary base system of control (which is not going to be proposed) would lead to unstable interest rates.

We have now been reminded, if it were needed, that stability is hardly a merit which can be claimed for the existing system either; and when unstable rates are combined with fitful control, reform is overdue.

Denmark upsets its allies

DENMARK HAS been attracting more than its usual share of attention from the international financial community and Western governments over the last two months. This is due partly to growing realisation abroad of the Government's problems in resolving the country's economic difficulties. It also stems from the irritation Denmark's defence policies have provoked among its NATO allies. The question being asked is what exactly Prime Minister Anker Joergensen is up to.

Foreign debt

The key element in Denmark's economic situation is its foreign debt. The Danes have run a current account deficit for over a decade and have so far had no trouble in financing it. By the end of last year, however, the net foreign debt was equivalent to DKr 80bn (£6.5bn) or over 20 per cent of the national product. Mr. Knut Heinesen, the retiring Finance Minister, warned that Denmark would have to turn to the International Monetary Fund for help within a year or two, if the situation was not corrected.

The package of economic measures introduced by the Government in December after the devaluation of the Krone was the most ambitious attempt for many years to stabilise the economy. It contained the first real attack on the inflationary indexation of wages to consumer prices. However, several of the tax increases included to win trade union support were quite inconsistent with the avowed aim of improving the competitiveness of the export industries.

The Government clearly underestimated the effect of these tax measures on business confidence. Retrenchment in public spending was also inadequate. Last month Mr. Erik Hoffmeyer, governor of the National Bank, turned to Hogarth's Rake's Progress to illustrate his view of the direction in which the Danish economy was still moving.

In its recent political actions, the Danish government has twice upset its NATO allies. It persisted in asking NATO to postpone for six months the decision to introduce Cruise and Pershing missiles to the European zone, thereby breaking the unanimity over the nuclear modernisation plan which the Americans in particular had sought. The Social Democrats then tabled a programme for "zero growth" in the defence budget, ignoring the 1977 agreement among the NATO countries to aim at a 3 per cent annual increase in defence spending. The U.S. Defence Secretary, Mr. Harold Brown, protested in a letter to the Danish Defence Minister.

Lastly the Social Democrats appeared to reverse Danish energy policy by postponing indefinitely a decision on the introduction of nuclear power. Mr. Joergensen backtracked on this issue at the weekend, claiming that the intention was only to postpone for a year or two the national referendum on nuclear power which had been expected to take place in 1981.

The impression left is that Mr. Joergensen has become the hostage of a left-wing minority in the Social Democrat Parliamentary group.

Mr. Joergensen has won respect both at home and abroad for his dogged efforts to govern the country sensibly with only minority support in a splintered Parliament containing 10 parties. Moreover, while the influence of the left wing within his party has probably been exaggerated, Mr. Joergensen's difficulties with the trade union federation (LO) cannot be underestimated. His relationship with the LO chairman, Mr. Thomas Nielsen, is particularly abrasive. But it is not the LO which has been pushing Mr. Joergensen to abandon nuclear energy or to hold back defence spending.

Stronger measures

Whatever the reasons, tactical or personal, inducing Mr. Joergensen to pursue individual defence and energy policies, he must realise that Danish economic policy at least needs to be firm and consistent. At the weekend he acknowledged that stronger measures to right the economy would be needed in the spring. His next stabilisation attempt will be keenly awaited and sharply scrutinised.

GEC makes its bid for the pole position

BY JOHN LLOYD

THE General Electric Company's surprising intervention into the apparently calm take-over of Decca by Racal, and the high price it offered for it ("no point in messing about," said Sir Kenneth Bond, GEC's deputy managing director, yesterday) shows that GEC wants Decca quite as much as Racal does.

Why. And which of the two options would be better for the industry?

If the GEC bid were successful, most of Decca would be integrated into one of the most dynamic of the company's divisions, GEC-Marconi, which has worldwide sales of around £700m. As the accompanying panel of information suggests, it would complement much of Marconi's range rather well.

In radar, the two companies offer some overlapping systems, but Decca has tended to concentrate on the small and medium-sized marine market, while Marconi is stronger in large naval systems, and in aviation and defence markets. Both have large capabilities in microwave systems. The markets have, in recent years, been rather flat, but both companies believe they are on the upturn.

In navigational aids, both offer the Loran system (developed largely in the U.S.), and both market satellite-based navigational systems (though Marconi is stronger here). However, Decca's unique product is the land-based navigational chains, more accurate (where available) than the other techniques, and if integrated with them, capable of being made into an attractive package.

In electronic warfare, the two companies are to a considerable extent already partners, with Decca working as a subcontractor to GEC-Marconi on two large Ministry of Defence contracts in the field of jamming and passive warning receivers (which allow a pilot to know what sort of radar is monitoring his movements, and thus take evasive action).

Outside of the Marconi umbrella, Decca still has the consumer electronics division, which makes colour televisions and has recently developed a line in Prestel receivers. GEC, in partnership with the Japanese company Hitachi, is a major force in this market, but probably does not need the extra capacity the Decca plant offers—though its own Prestel/viewdata range is being built up rapidly. Mr. Gulu Lalvani, chairman of Binatone, has expressed interest in the Decca plant as a manufacturer of the Microvision pocket televisions which he took over from Sinclair Radionics: he is presently discussing what bid he might make for it with a partner, presumed to be a South Korean company. If GEC decided it does not want the plant, it thus has at least one possible purchaser for it.

Decca's music division is in the process of being taken over by Polygram, the Philips/Siemens-owned record company. GEC's bid is conditional on a successful completion of that sale, and there is no reason to suppose it will not go through.

Mr. Ernest T. Harrison, Chairman of Racal Electronics: a larger halo

The radar and defence interests of Decca would then clearly be of some value to Marconi. GEC had wanted to take over the defence, medical and research divisions of EMI, but was thwarted by the bid by Thorn for the entire company: it has clearly had expansion on its mind for some time.

Customer interest

Unlike Marconi, Racal has little capability in microwave technology, having specialised in HF and VHF technologies, with great success. It has been hampered in lacking this capacity, as more and more customers have shown an interest in total communications systems, including microwave. The acquisition of Decca would have launched Racal into this market in a major way, presenting strong competition to Marconi both at home and overseas.

That is why GEC wants Decca: should it have it? The heart of the argument, now being rehearsed in Government, is this: on the one hand, GEC strengthened by the acquisition of Decca would be more capable of playing the world role which it arguably must play if UK electronics is to make a substantial contribution to world trade. On the other, Racal's acquisition of the company would help make it a "second force" in the UK—long a public ambition of Mr. Ernest Harrison, Racal's chairman — and would provide domestic customers, crucially the Ministry of Defence, with a competitive bidder on a number of contracts. It is a difficult choice.

THE THREE COMPANIES AND THEIR MAIN PRODUCTS

GEC-MARCONI*

Marconi Radar Systems, specialising in air traffic and air defence, control systems for missiles, and large marine radar. ☐ Marconi Marine, offering communications equipment, Omega and Loran navigation systems and satellite navigation equipment. ☐ Marconi Space and Defence, which includes surface to air missiles, torpedoes, military communications, computerised fire control. ☐ Marconi Instruments, markets a range of test equipment, especially for military products.

RACAL

Racal Tacticom, specialising in tactical radio equipment, especially Clansman programme and vehicular systems. Jaguar V secure radio system now being developed. Strategic and civil radio communication, selling various types of receivers and transmitters. ☐ Electronic warfare, including Jaguar and Sincgars systems, the Score control system and others. ☐ Racal Data Communications includes modems, network controllers, encryption equipment and multiplexers.

DECCA

Decca Radar, with a wide capability, but strongest in small and medium sized market. Has also a small development in airborne radar. ☐ Decca Navigation, with Decca navigator chains as the prime product, based on worldwide rental business. Also offers Loran and satellite systems. ☐ Electronic warfare, specialises in naval surveillance and jamming techniques. ☐ Decca consumer electronics, makes colour television and has developed a range of Prestel receivers.

** The major interests of Decca, in defence electronics and navigational aids, would be integrated into GEC-Marconi in the event of a successful bid.*

For GEC, naturally enough, the first argument is overwhelming. Faced with powerful competition in world markets from such giants as the West German Siemens, Dutch Philips and the French company Thomson-CSF, which is increasing rapidly in strength, the domestic argument appears to pale into insignificance. GEC-Marconi argues that Ministry of Defence contracts are, in any case, scarcely competitive, being more often allocated on the principle of Buggins' turn or, as in the case in electronic warfare developments, are collaborative contracts between the companies.

All of Decca's major divisions, the argument continues, require large and continuing amounts of capital for research and development. The company as a whole needs a rapid infusion of strong management. GEC has both of these with large cash reserves, even after a depletion of the price to be paid for Decca, and some surplus of management talent. By contrast, it would argue, Racal lacks cash and the leanness of its operation—usually an advantage—is a hindrance.

The counter argument bases much of its case on internal competition. How is the Ministry of Defence to ensure it gets value for money if it is faced, for most of its communications needs, with one domestic supplier? Who is to keep GEC-Marconi-Decca on its toes in the UK market? Will research suffer when only one company undertakes it?

The argument, finely balanced as it is, is far from academic. The Government must decide whether or not to refer the GEC bid to the Monopolies Commission. If it does, GEC, with recent memories of a protracted wait for Averys fresh in its corporate mind, has already said it will pull out. A decision on that has still to be made, but the strong indications yesterday were that such a reference will not be made. There are various reasons why this is the likely outcome of Government discussions.

First, a reference would mean that six or even nine months pause would ensue, a period which Decca would be unlikely to survive intact. The company has great strengths, but they need to be tapped quickly, and not left to decline further in the midst of uncertainty and declining morale.

Second, there is a precedent for not referring the bid in the recent merger of Thorn and EMI, which has created a grouping not too much smaller in sales than GEC. The Department of Trade pressed hard for Thorn/EMI to be referred, but both the Department of Industry and—more importantly—the Treasury stepped in to block the reference. It would be difficult to argue that a law should be applied to GEC where none was to Thorn.

'Discriminatory' argument

Third, could Government reasonably refer GEC when it did not refer Racal? GEC already feels hard done by on takeovers, and would argue bitterly that a GEC-only reference would be discriminatory.

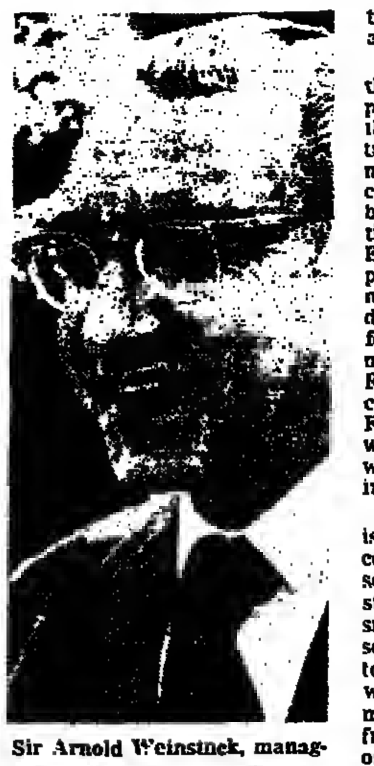
Again there are counter arguments which might strengthen in the days ahead. There is overlap in the companies' interests and there would be some reduction in competition, at least domestically. The question of discrimination could be overcome by referring both Racal and GEC to the Monopolies Commission.

There is precedent on this issue, too, though further back in time. In 1972, two pharmaceutical companies, Beecham and Boots, launched competing bids for a third, Glaxo. Both bids were referred to the Monopolies Commission, and both rejected, the investigators arguing that the arguments for the benefits of scale were outweighed by those for the need to maintain several independent centres of innovation. It is certainly arguable that the same issues present themselves here, and that they are important enough to justify an independent inquiry.

Yet, as more than one City analyst commented, "what Arnie (Sir Arnold Weinstock, GEC's managing director) wants, he will get." The reason for such determinism is not merely respect for Sir Arnold's acumen—the City has endowed Mr. Harrison with an even larger halo in recent years—but a sober appreciation of GEC's cash and industrial strengths. What Sir Arnold wants, he has the muscle to get.

The relatively high bid for Decca reflects this and presents Racal with a profound dilemma, which was no doubt in part the intention. To stay in the race it must now top GEC's £82.5m price, and it must do so with some cash element to flesh out its previous all-share offer.

Such a battle will be the test both of the resolve of the two companies, and of their need for Decca. The company may be worth, say, £100m to Racal for the reasons outlined above, and it may not be worth as much to GEC. Again, if GEC does want the company badly, it will be able to take it.



Sir Arnold Weinstock, managing director of GEC: "He gets what he wants"

The Thorn EMI merger, and the current battle, have revived partly dormant speculation on the future of the British electronics industry, speculation made keener by the interesting condition of Ferranti, soon to be cast loose from the protective embrace of the National Enterprise Board (it holds 5(per cent of its equity). A commonly suggested move yesterday was a successful GEC bi for Decca, followed by a profi making sale of Decca shares t Racal (it now holds around 6 p cent) and a Racal bid f Ferranti. Scarcely less popul was a GEC bid for Ferranti whether it succeeded in acquiring Decca, or not.

Ferranti, it was pointed o is extremely attractive to bo companies. It has a develop semiconductor facility with a strong U.S. link, good if sl small overseas markets. a some 30 per cent of its sales to the Ministry of Defence, where research and development is largely state-funded a from which the potential sp offs are large. All it lacks, it argued, is financial strength and both Racal and more pa ticularly GEC could supply tha

Ferranti's own wish is to be left alone by large predators: it hopes its shares will be placed on the market (as were ICL's) to prevent a takeover. For the moment, it appears unlikely that it will not at least suffer an attempt.

Implied snub to Plessey

The remaining element is Plessey, which has smarted in recent weeks at the implied snub that it does not already constitute a second force in the UK electronics scene. While it is easy enough to imagine GEC, Racal or even Thorn taking an interest in parts of Plessey, the company has been the centre of rumours and abortive stratagems for so many years now that it is beginning to acquire a kind of inviolability. Further, though some of its interest, especially those overseas, continue to disappoint, it has recently created a new group for electronic office equipment and revamped its semiconductor division, which it had previously attempted to sell off. It is no sitting duck: the takeover or dismemberment of Plessey would be a serious business indeed.

Yet if we are to see a restructuring in electronics, it is arguable that now is as good a time as any. The large European companies, whether backed by their Governments, under their own steam or both, are growing apace: U.S. and Japanese competition in world markets grows fiercer: the rapid and price-cutting effects of micro-electronic developments demand an ever-greater concentration of capital. The pace can no longer be a leisurely one.

MEN AND MATTERS

Playing the game the EEC way

"The trouble is that the British insist on playing to rugby union rules, while everyone else is playing rugby league." That is how Lord Selsdon, the Midland Bank's EEC advisor describes the failure of British industry and banking to take full advantage of the opportunities offered by membership of the EEC. Now, almost seven years after accession, the Midland is making an effort to join the league dominated for so long by the French and other more practised members of the Nine. Selsdon's aim is to win for UK operators a bigger share of the financial and industrial business in the EEC and its areas of influence beyond Europe.

The Midland has accordingly opened a special branch within a stone's throw of the Commission. Under the control of former Eurocrat Dermot Gleeson its function will be to help British companies work their way into the lucrative field of contracts — especially in the developing world — funded or assisted by European institutions. Gleeson has also been briefed to help UK private sector operators through the bureaucratic mazes which have to be negotiated to win grants or loans from the Commission and the European Investment Bank.

Last year, Selsdon tells me, the French won 40 per cent of the contracts offered under the Lomé Convention between the Community and developing countries. Britain took 3 per cent.

"What has held us back is the fear the British have of the Government and the private sector being seen in the same room together," he complains. He hopes now to model his operation on the lines followed by the French, who have intimate links between government, private industry and the European institutions.

These connections often provide French contractors with early warning of work coming up. As a result they can get in quickly and make contact with prospective customers before final details are worked out: "Then, for example, when the specifications are drawn up, we discover the job needs a type of generator made only in France."

Traffic islands

The Orcadians are mulling over a scheme which would, at a stroke, solve their wrecked car problem. Not being blessed with the mainland's network of scrap merchants, motorists simply tend to abandon their old cars. A scheme now being considered for building artificial reefs from such rusting eyesores would—it is hoped—also do something to restore the much-depleted stocks of lobsters, scallops, and perhaps fish as well.

The artificial reefs are the recommendation of fish farming consultant and former Unilever manager, Dr. Ted Needham, of Aberdeen. "A sandy shore," he says, "can be regarded as virtually a desert." Lacking shelter, and at the mercy of often appalling weather, Orcadian beaches offer little to the average lobster. Experiments on the west coast of the U.S. and in Japan suggest that a submerged Oldsmobile or Datsun is, on the other hand, just the thing, offering algae and a satisfactory habitat.

The idea is tied in with a more ambitious scheme for a fishing hatchery on the island of Stronsay, which rough calculations suggest would cost between £250,000-£500,000, and bring in perhaps £200,000 a year. The condition — as the Orkney Islands Council sees it — for spending that amount of money is that Orkney succeeds in negotiating with Brussels its own fisheries policy. Similar demands have already been made by Shetland.

Conceding that negotiations with the EEC are still at the exploratory stage, Orkney Islands development officer Alan Coghill says: "There is little or no alternative; that's our basic argument." Although the local fishermen are reported to be "sceptical" about using old cars to encourage lobsters, something will clearly have to be done if the fishing industry in the northern isles is not to die out completely.

Lobster fishermen are having a particularly thin time of it—112 tonnes were landed in 1967, declining to a mere 69.4 tonnes in 1978, despite or because of more and more sophisticated techniques for catching them.

Gongs for guns?

The South African Government, never exactly free with information—witness last weekend's news blackout on the Salem tanker mystery — keeps even closer counsel on affairs relating to arms sales and military diplomacy. All the more surprising, then, that it gives what I take to be revealing clues about these areas in its latest Official Gazette.

I wonder what services Commandant Pieter Marais, chairman of Armscor, the State-owned weapons procurement and manufacturing agency, has rendered to merit the award of Taiwan's Order of the Cloud and Banner (with plaque)? Defence Force chief General Magnus Malan has gone one better, collecting two decorations—Orden del Merito Militar and El Grando Gran Official—from his admirers in Paraguay.

Inflation-free

In the name of free trade, the Japanese Government has unveiled the first list of items which it is now prepared to allow unrestricted access to its markets under the recent GATT deal. Predictably perhaps, the tally includes gold ore, slag and goldsmith's sweepings, but the eye stops at tariff item 88.01—balloons and airships. My indefatigably curious colleague in Tokyo immediately sought the facts from the Ministry of International Trade. Balloon imports, he was told, had been banned in the past "in the interests of national security," but it was now considered safe to allow free trade "from the standpoint of actively contributing to the development of world trade."

Mystery figure

Something odd evidently happens to the laws of mathematics in Peterborough. Anxious to attract any company and, if possible, its parent, the authorities there have been deploying the slogan "Fifteen times faster." This, it is alleged, is the rate of growth in Peterborough compared with the national average—"15 per cent per annum compared with around zero."

Yesterday's round of advertising had moved on to claim a "£95,000,000 confidence vote" in the Peterborough Effect. My calculator and I are still working on it, but 15 times zero still seems to come out at not very much.

Observer

هكذا من الاصل

Grocers in the superstore war

BY DAVID CHURCHILL, Consumer Affairs Correspondent

IN THE military terminology which has become an essential part of the grocer's vocabulary, Fine Fare yesterday fired another salvo in the High Street supermarket price war. Fine Fare's move closely followed the price-cutting offensive last week by the Asda superstores chain — which *produced* a nervous City reaction and a down-rating of food retailing shares.

But the City's jitters may reflect more a collective case of shell-shock to the renewed outbreak of firing than a rational appreciation of the current state and future prospects of the grocery sector.

Although price cutting between supermarket chains during the past 12 months *has* not hit the headlines in the same way as when Tesco started the price war just after the Queen's Silver Jubilee in June, 1977, there has been little easing of competition. Indeed Tesco and J. Sainsbury, which both emerged as victors after the first 18-month phase of the war, launched price-cutting campaigns earlier last month which are equal to anything Asda or Fine Fare are attempting.

The renewed attention to prices, however, masks the real—and more important—struggle that is already under way and which will largely determine which of the grocery multiples will be the giants at the end of the decade. This battle is for the development of massive new *superstores which will not* only enable the multiples further to increase their share of the market but also to achieve *higher productivity* — enabling them to absorb soaring costs, particularly of labour.

It is within this wider strategy that the continuing *level of price competition* must be viewed. No grocery multiple can afford to build superstores from a position of competitive weakness, since the extra selling space being generated will be worthless if consumers do not believe in the price competitiveness of a particular multiple.

At the same time, no grocery multiple can now afford to initiate a new price war to match Tesco's blitzkrieg in the summer of 1977. Tesco gave up Green Shield trading stamps, lopped several percentage points off its gross profit *margins*, and cut food prices to a level that few consumers could afford to ignore. The cost to Tesco was between £20m and £30m — though most of the money was either "saved" by giving up trading stamps or came despite smaller margins from the large increase in *volume* sales as a result of new customers attracted by the price cuts. (In comparison Asda's promotional price-cuts announced last week only amounted to £5m).

Receptive

Conditions were different in 1977. Food price inflation was rapidly outstripping the overall inflation rate, which made consumers receptive to a price-cutting campaign on food; no supermarket multiple at that time had overwhelming dominance; and profit margins reflected the inefficiencies of many supermarket operators who preferred the easier course of pushing up prices rather than *face up* to the need to improve productivity.

In 1980, however, conditions are very different. Food price rises are lagging behind the overall inflation rate; Tesco and Sainsbury are firmly in the "driving seat" of directing market strategy; and profit margins *have been pared* to the bone.

In addition, the ability of any grocery multiple to launch an offensive as significant as Tesco's in 1977 is hampered by the pressures of rising costs on operating margins. The major cost pressure is labour — *accounting for some two-thirds* of total costs — and most major multiples (with the exception of Sainsbury's, which negotiates separately) have already begun to implement pay increases averaging between 17 and 20 per cent.

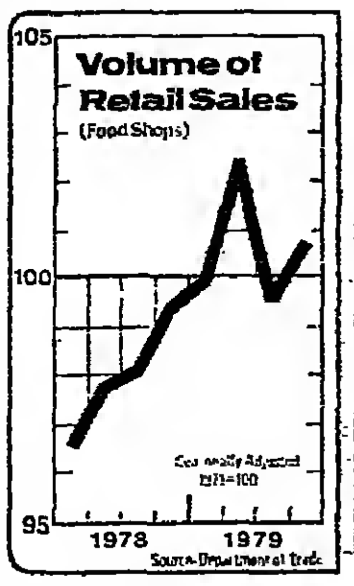
Supermarkets also face much *higher* rate bills this year as well as increased charges for electricity, telephones, and postage. Even more significant will be the impact of higher energy prices, affecting not only store heating and lighting but distribution as well.

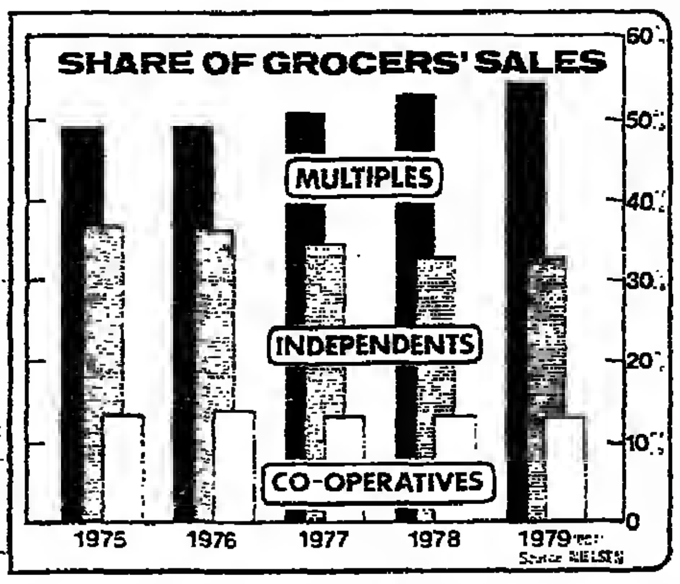
Tesco, for example, has a fleet of 230 lorries each of which averages 800 miles a week. "Every year," points out Mr. Ian MacLaurin, Tesco's managing director, "our own fleet covers some 9.5m miles which, in turn, costs more than £600,000 in fuel—and this excludes our in-store heating and ventilation bill, or the fuel costs of the goods delivered direct from suppliers."

Retailers also fear that the Chancellor may use the next Budget to amend or scrap the stock relief provisions of the past few years which have been beneficial to the trade.

On top of all these costs, the multiples have to pay the higher current interest rates to finance the new superstore programmes.

Because of these cost pressures, stockbrokers Phillips and Drew in their latest retailing review published yesterday, suggest that retail grocers' net *profit margins* will slip *from* their present 2.4 per cent to 2.2 per cent over the course of this year. This would leave food retailers with small scope to fight any new price war.





Another factor suggesting that further heavy price-cutting on top of the present intense *level of competition* will not emerge is that none of the major multiples is in danger of losing its market share. A classic retailing response to a falling market share is *to* launch a price war in the hope that the initial increase in volume sales can be maintained at the expense of competitors.

During the past year Tesco has increased its market share, as monitored by the AGB research company, by about 2 *percentage points to stand at* 14.5 per cent; Sainsbury's and Asda have both boosted their shares by about 1 percentage point each to reach 11.5 per cent and 7 per cent respectively; while the other major multiples have either slightly increased or maintained their market share at around 4 to 5 per cent.

While Tesco and Sainsbury's have emerged as clear winners—with sales volume and value and profits all substantially up—their success was achieved without inflicting any irreparable damage on their major *High Street competitors.*

The *multiple grocers, however*, have increased their market shares at the expense of the co-operative stores and, more especially, the small, independent grocers. The co-ops' problems are that the movement has too many small uneconomic stores as well as the freedom of each individual retail society to adopt its own strategy which makes national control difficult to achieve. The independent grocers most at *risk are those not affiliated to* voluntary groups such as Spar or V.G., which are increasingly trying to organise themselves to withstand the multiples' challenge. Some trade estimates suggest that as many as 20 small grocers a week could have been shutting up shop for good because of the pressures of the High Street price war during the past 30 months.

Even if someone like BAT *decided to* "give away" some £20m to 30m to finance a major price initiative by its International Stores supermarket subsidiary (assuming BAT's shareholders would ever allow such a move), it is doubtful if it would have the same impact as the Sainsbury or Tesco campaigns. However gullible supermarket executives may expect the public to be, there is a limit to their willingness to believe every claim made to be the cheapest shop around. Tesco, Sainsbury, and Asda have been able to achieve such an image. It would be difficult for another *chain to supplant any of them.*

All important

It is the low-price that remains all important for the major multiples and is the reason that price competition has not been allowed to ease. *Both Tesco and Sainsbury* want to maintain their hard won gains while Asda, which is gradually moving south from its traditional northern stronghold, wants to persuade southerners of its reputation for low prices.

An even more important reason, however, why competition between the grocery multiples has developed into trench warfare rather than an armistice being called is because demand for food remains relatively static in real terms. Figures published yesterday by the Department of Trade show that the volume of food sold remained steady in 1979 at almost exactly the same level as in 1971.

Given this lack of volume growth in food sales, and the multiples' reluctance to launch another big price war, they have chosen to compete in superstore development: if the key to survival is to increase volume sales to compensate for low profit margins, then this can either be achieved through a price war or through a massive increase in selling space.

The battle is over which group can get the prime superstore sites and how quickly the stores can be operating. (Superstores can loosely be defined as any store with over 25,000 sq ft of selling space.) The problem is to find the right sites and to persuade local authorities to give planning permission. The *rivalry for some prime sites*—especially in the south-east—is believed to be intense and bitter.

Superstores, apart from dramatically increasing selling space, are also important to the operators for several other reasons.

First, they enable the grocery multiples to sell more non-food products which earn higher profit margins. The multiples are investigating almost every other retailing activity and product area in the High Street to see if it can fit in with their existing operations. Asda and Sainsbury are developing do-it-yourself centres, while Tesco has moved into such areas as holidays and is equally anxious to sell branded electrical and television appliances. Frustration at alleged refusal to supply by major electrical manufacturers has forced Tesco to seek an official Office of Fair Trading investigation into whether or not the relevant competition legislation has been breached.

Secondly, superstores help the multiples develop their fresh foods activity which, as long as service costs are kept under control, are a profitable part of the trade. Traditionally, most supermarkets have been bad at selling fresh foods—such as meat, bread, and fruit and vegetables—because they have lacked the space to deal with them properly.

Productivity

Third, the large volume of trade through superstores will both improve productivity and help the groups to introduce laser-scanning electronic check-out systems, linked to sophisticated computerised stock control.

From the consumers' point of view the development of superstores dovetails with the growing support for "one-stop shopping"—buying both foods and consumer durables from one store. Moreover, with more women working and car ownership increasing the advantages of a large shopping expedition once a fortnight or even less *frequently become* clear.

So far the Asda group has more superstores — 52 — than other retailers; indeed it only operates superstores. The co-ops are next in terms of superstore numbers, closely followed by the other major grocery multiples.

Last year some 35 superstores were opened—more than in any previous year—and this year about 40 are due to start operating.

Letters to the Editor

Small craft foundries

From Dr. D. Hitchens.

Sir,—The recent NEDO report on small craft foundries — their present role and future prospects raised issues that are of wider relevance to the engineering industries as a whole. The issues appear most clearly when *that report is contrasted with an* earlier study of much the same sample of firms I carried out in 1972. The main question, put simply, is whether success or failure depend more on the quality of engineering or more on the ability to meet delivery promises.

Against a background of an historically *rapid* rate of small foundry closure, a further expected decline in demand (for engineering castings) and the required number of foundries, NEDO recognises a crucial strategic importance of the sector to the economy and identifies the primary *role* of the small foundry as providing a strong local service; a quick response for an urgent or vital casting. A number of immediately pressing problems are diagnosed, viz cut-throat competition, low investment, etc. and they recommend a need for special consideration by among others, the Inland Revenue and Department of Industry to secure the future of small foundries.

The studies differ in their analyses on the weakness of small firms particularly on the importance of the quality of their outputs. NEDO found few procedures for quality control, or evidence that customers required them: service took precedence over quality. The earlier study which examined the proposition that foundry size was related to efficiency and its prospects of survival, generated a picture of *ironfounding in which* firms viewed the quality of castings required by customers as a very important characteristic of the market place (as important as price and more important than speed of delivery); and generally the larger firms were more able to *meet quality* specifications than were the smaller firms. Indeed the more successful and growing foundries kept ahead by changing their methods of production in respect of newer processes and had significant quality advantages *over* their competitors. But provided the *small firm* was *able* to meet the required quality standard, it was under no disadvantage and would survive. Its location *in competing for orders* was found to be positively unimportant.

The clue to the difference in *emphasis between* the two surveys lies in the key local role which NEDO mistakenly attaches to the small foundry. Their evidence was that two-thirds of the smaller foundries delivered most of their output within a radius of less than 50 miles illustrating the necessity of a close relationship and quick response to customer requirements. However closer inspection of the NEDO data shows that two-fifths of the foundries in their analysis are tied to a parent company. When these are removed, it appears that most of the output of the remaining independent foundries was delivered beyond a radius of 50 miles.

It is more appropriate to consider the supply of castings at a national level, and it can be estimated that only about one tenth of engineering castings are supplied by the very small independent foundry which has historically been at greatest risk of closure, but the earlier study showed that competitive forces have reduced their numbers because of a need for quality and improvement in production methods. Special measures are not justified for public support on uncertain *evidence of a need for a local* supply.

(Dr.) D. Hitchens,
National Institute of Economic and Social Research,
2 Dean Trench Street,
Smith Square, SW1.

The hotel industry

From Mr. M. White

Sir,—The letters of protestation *from* the hotel industry simply do not stand up to comparisons elsewhere in the world.

Not long ago, the chairman of one of our largest hotel groups boasted that an investment in his company showed a better return than most other public companies over the last decade.

The fact of the matter is that hotels and the auxiliaries sur*rounding them* are outrageously expensive compared with the salary scale in this country. For example, in America's mid-West, a large double room with bath and all facilities in an excellent hotel can be had for around £25 a night; parking one's car in a hotel car park in London for the day is twice as expensive as in Zurich.

Mr. Hearn (February 1) is quite right to say that we should encourage our tourist *business, but there is no doubt* in the minds of most people who come in contact with foreign visitors, that the hotels here have become greedy and indulgent. Apart from this, we are still the only country in Europe without a strong and powerful tourist board. Tourism is the easiest industry for this country to make money from and yet it is run in such a way that we will get what we deserve in due course, unless we make a much greater effort to give both value for money and more consideration to the foreign visitor.

Michael White,
13 Duke Street,
St. James's, SW1.

Living costs overseas

From the Manager, International Salary Research, Inbucon/AIC Management Consultants

Sir,—You have published letters from eminent correspondents in the hotel industry which imply that because many hotels in London are less expensive than those quoted, ergo the extracts from "Living costs overseas" (January 25) are misleading. As a member of the organisation responsible for some of the extensive research which goes into that publication each year I feel that two points should be emphasised.

In any international comparisons it is essential that as far as is practicable the same standards should be applied at all locations. "*Living costs overseas*" compares prices in first class hotels of high international standards situated in the main shopping, entertainment or business districts of the city surveyed. In each place the average price of three de luxe hotels is quoted and wherever possible hotels of international groups are taken as representative. If different standards were applied individual costs would change but whether or not this would lead to any alteration in the relevant league table is questionable, especially in major western countries.

The book aims for consistency between one year and another. There is no doubt that in recent years hotel costs in London have risen more rapidly than in most other places. This, coupled with a strong pound, rather than the choice of hotels, is responsible for London's position at the head of the list.

A. J. Arthur.
Knightsbridge House,
197, Knightsbridge, SW7.

Consultative weaknesses

From the Employment Officer, Islington Chamber of Commerce and Trade

Sir,—Mr. *Lorne Barling's* article, "London small business community tries to make its voice heard," (January 7) dealt with the efforts of the consultative group of the Greater London Chamber of Commerce and Trade to strengthen and expand the influence of small businessmen to encourage and support government policies which could and should be directed to their benefit.

The Islington Chamber of Commerce and Trade, whose membership is almost entirely small businessmen, declined an invitation to join the consultative group on the grounds that what is needed is action, not endless consultation and futile discussion which leaves issues unresolved. There are too many *research projects, working parties*, committees and subcommittees and discussion groups already in existence that take months, even years, to arrive at conclusions or recommendations which are often split opinions of dubious value and uncertain merit.

I say this with all respect to the good intentions and honest objectives of the consultative group. Yet, as the article pointed out, after ten years of consultation, serious differences of opinion remain which effectively block concerted representation of the small business com*munity. Our Chamber of Com*merce chose instead an action course intended to help solve the ugly, growing problem of unemployment in this community which has suffered serious economic and industrial deterioration in recent years.

With the financial support of the Islington Borough Council under a partnership grant, an employment stimulation unit was established by the chamber and is operating not only to create and expand job opportunities but also to attract outside industry to set up new plants, large or small, and at the same time make every effort to retain existing industry and small business within the community. In the last three months, this effort is beginning to produce results.

The Chamber is also pushing hard in a membership campaign to restore its active member rolls to the thousand mark, more than double the present membership. By strengthening its influence in the community, a true representation of large, small, and medium-sized businesses can be developed into a powerful voice in Islington—where it will do the most good.

These are the kinds of action we believe are required in these dark days of economic and social unrest and uncertainty. *This is the way, as the article* mentioned, to develop strength at the grass roots level in the local community.

W. D. Crawford.
330, Holloway Road, N7.

Citizens' band radio

From Mr. D. Jarvis

Sir,—I would like to sympathise with your correspondent (January 29) who apparently has had expensive radio-controlled model aircraft damaged by the illegal use of citizen's band radio operating on 27 MHz. I cannot sympathise, however, with his universal condemnation of CB radio.

Your correspondent may not be aware that there is a very active campaign to have CB radio introduced into the UK this year and hopefully on VHF, which will not cause interference to aero models or anyone else. Ironically, opposition to CB radio by people such as your correspondent obviously helps delay the introduction of a properly regulated CB system and give rise to the frustrations which encourage the importation and use of foreign sets which cause the problems for other sections of the community.

Perhaps if aero modellers lent their support to the campaign for a legitimate CB network they would save themselves a lot of grief in the long run and we will not be faced with an "Australian situation" where so many illegal sets were in operation the Government authorised CB in desperation. *In this context* it is worth noting that potential users in the UK are currently estimated at 8m. There seems to be a case for early orderly introduction to pre-empt a possible eventual shambles, and unhappiness all round.

David A. Jarvis.
5, Carronvale Avenue,
Lorbert, Stirlingshire, Scotland.

Buying a loss

From the Director-General, Process Plant Association

Sir,—David Fishlock's article on prospects for bio-technology (January 28) contains a reference to the British process plant industry which is quite incorrect.

Our industry is just as interested as the chemical industry in this new technology. There was in fact a great deal of interest by members in supplying the large fermenter to ICI Billingham and there was intense competition for the business.

It is well known in the industry that the order for this vessel was placed in France because of the exceptionally low price quoted and that France "bought" this business in the full knowledge that they would make a substantial loss on it. Much as our members wished to be the first to supply such exceptional equipment there was no merit in taking the business at a certain loss.

Harry Hornsby
25, Whitehall, SW1.

Today's Events

GENERAL

UK: Mr. James Prior, Employment Secretary, is among speakers at "Communicating in the 80s" two-day conference, opening at Kensington Town Hall.

Mr. David Howell, Energy Secretary, speaks at Freight Transport Association lunch, and at Institution of Chemical Engineers dinner.

Dockers' pay talks resume.

Union-management working party meets to find buyer for Meccano factory, Liverpool.

Mrs. Sally Oppenheim, Minister for Consumer Affairs, speaks at Derby.

Mr. John Forsyth, Morgan Grenfell and Co., director, speaks on the future international role of sterling, Royal Institute of International Affairs.

Prince Charles visits British Institute of Management.

National Stamp Exhibition opens, New Horticultural Hall, Westminster (until February 9).

Overseas: UN disarmament conference resumes, Geneva.

PARLIAMENTARY BUSINESS

House of Commons: Local Government Planning and Land (No. 2) Bill, second reading. Motions on EEC documents concerning the general energy programme, nuclear power station finances and the plutonium safety cycle.

House of Lords: Criminal Justice (Scotland) Bill committee stage.

Select Committee: Foreign Affairs, Overseas Development Sub-Committee. Witnesses: Overseas Development Administration. Room 16, 5 pm.

OFFICIAL STATISTICS

UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-January). London clearing banks' monthly statement (mid-January).

COMPANY MEETINGS

Baggeridge Brick, Midland Hotel, Birmingham, 12.30. Elson and Robbins, The Post House, Bostocks Lane, Sandiacre, Notts., 11. Kelsey Industries, Kelsey House, Wood Lane End, Hemel Hempstead, 11. Tomkinsons Carpets, Duke Place, Kidderminster, Worcestershire, 12.

COMPANY RESULTS

Final dividends: Aaronson Brothers, English and New York Trust. Interim dividends: Crouch Group, Steinberg Group, Unitech.

Lonrho down nearly £10m but 1980 looks brighter

REFLECTING heavy reinvestment, trading problems in West Africa and the expense of the successful SUITS takeover hearings, pretax profit of Lonrho, the international mining, finance and trading group, fell from £93.64m to £84m for the year ended September 30, 1979.

The balance sheet, however, has never been healthier, says Mr. R. W. Rowland, chief executive, and in view of the enhanced prospects in the current year a special interim dividend of 1p has now been declared for 1980 to be paid along with the 1979 final up from 4.25p to 4.68p net.

The final dividend increases the total for the year by 10 per cent from 6.65p to 7.32p a share. Following the special interim, the directors expect that a second interim will be declared in July or August in accordance with normal practice.

Earnings per share are shown to be down from 24.33p to 18.65p net or from 26.39p to 23.21p on a nil distribution basis.

Group turnover increased from £1.49bn to £1.57bn and group trading profit, including associate profit, from £74.2m to £76.3m.

Increasingly the group is investing in proven developments or new investments in developed countries rather than in new ventures in developing countries which were depreciated over a relatively short period, the directors state.

Due to this change of emphasis as from October 1, 1979, the entire surplus arising from professional valuations of fixed assets will be credited directly to reserves, they add.

	1978-79	1977-78
	£m	£m
*Turnover	1,565.45	1,491.37
Trading profit	57.94	57.67
Associate profit	18.39	16.51
Other credits	7.67	19.46
Profit before tax	84.00	93.64
Tax	31.90	33.71
Net profit	52.10	59.93
Minorities	15.58	13.97
Attributable	36.52	45.96

* Includes associates, £297.1m (£277.4m).

Other credits amounting to £7.7m (£19.5m) comprise overprovision for depreciation arising on valuation of fixed assets which was charged to profit before tax in previous years but which is now no longer required of £5.77m (£14.92m); profit on disposal of fixed assets of £1.80m (£1.06m) and profit on disposal of investments of £0.10m (£3.48m).

The balance sheet at September 30 shows fixed assets at £385.8m (£358.2m), net current assets of £69.2m (£12.77m) and net assets per share of 180p against 175p. Loans amounted to £137.1m (£73.9m).

An analysis of group profit (including associates) shows mining and refining £30.9m, agricultural equipment, machinery and motors £18.6m, agriculture £10.95m, general trade £9.54m, engineering and manufacturing £8.26m, export confirming, finance, property and insurance £7.98m, wines, spirits and beers £3.86m, textiles £3.52m, printing and publishing £3.05m, and hotels £4.04m.

In his review of the year's operations, Mr. Rowland says he is confident that the group will continue to grow around its long-established core of mining and agriculture.

He feels that gradual expansion in the UK and the western hemisphere is in the best long term interests of shareholders. This programme is now well under way and the group will be seen progressing further from 1980 onwards while maintaining its investment plans in Africa.

See Lex

Vibroplant Holdings over £2m in first half

PRE-TAX profits of Vibroplant Holdings, the North Yorkshire plant hire company, showed a substantial increase in the half-year to September 30, 1979, rising from £1.6m to £2.1m.

The net interim dividend is raised from 4.422p to 5.23p, equal to 7.5p (6.6p) gross—last year's total was 12.402p net from pre-tax profits of £3.17m.

Turnover for the first half was £6.8m against £5.4m, and the tax charge was £1.1m (£831,405).

Mr. Donald H. Gaunt, the chairman and managing director, told the annual meeting in October that the company had a full order book. He said efforts were being made to increase export sales, and many new accounts were opened during the previous six months in various countries and the Board felt there was scope in this direction for the future. Exports in the last financial year amounted to £37,371.

● comment

The latest interim improvement at Vibroplant has been achieved on the back of a 26 per cent increase in turnover and, thus, a useful volume gain. Of possibly greater importance is the 34 per cent increase in cash earnings (struck before depreciation, interest and tax) which shows that the balance sheet is readily capable of financing the slight rise in capital investment planned for this year as a whole. The climate this winter is now more suitable to Northern Europe than the Arctic circle, and the second six months has started well, again enjoying the benefit of a 15 per cent rate rise from October 1. Plant utilisation is apparently as good as it has ever been over the past five years which suggests that pre-tax profits will reach at least £4.1m this year for a fully taxed p/e of 7.6. If the rate of net interim dividend increase is applied to the total distribution, the shares yield 8.4 per cent at 257p. The price is within striking distance of the 12-month peak and there is no reason to suppose that Vibroplant will underperform a tolerably resilient sector over the short term.

Increase by Continental & Industrial

BOOSTED BY non-recurring franked income of £0.68m this time, total revenue of the Continental and Industrial Trust increased from £1.37m to £2.4m for the six months to November 30, 1979, while the pre-tax figure was more than doubled at £2.01m, compared with £0.96m.

The non-recurring income represents dividends received from the company's holdings in British Petroleum, Shell Transport and Trading and Unilever as a result of removal of dividend restraint.

Tax for the six months took £0.64m (£0.34m) and after preference dividends, revenue available for ordinary holders rose from £0.6m to £1.34m.

As already known, the net interim dividend is lifted from 2.5p to 3p per share and there is a special interim of 2.8p—last year's total was 7.2p on pre-tax revenue of £1.95m.

Net asset value is shown as 264.5p per 25p share at the half year, compared with 296.1p at May 31, 1979 which included full investment currency premium of 7.8p.

During the period drawings under the currency loan facilities were reduced from U.S.$7.9m to $4.4m.

Apex Properties up to £335,000 so far

RENTAL INCOME of Apex Properties rose slightly from £493,394 to £501,394 for the six months to September 30, 1979, and including interest receivable up by £61,454 to £99,151, pre-tax profits improved from £253,176 to £335,147.

Earnings per 10p share are stated up from 1.13p to 1.49p, while the interim dividend is raised to 0.7p (0.5p) net — the 1978-79 total was 1.6p on record profits of £528,086.

Attributable profits for the first half slipped from £171,129 to £160,871, after tax of £174,276 (£131,652) and an extraordinary credit last time of £49,605.

Pension fund problems not affecting M & G

First quarter's profits of M and G Group (Holdings) are at a level comparable to those of last year, and Mr. Andrew Caldecott, the chairman, says there is no reason to believe that the problems with the Endowment and Pension Fund are adversely affecting current trading.

Mr. Caldecott's comments appear in a circular to shareholders outlining the proposed deal with Kleinwort Benson over the foreign life fund of M and G's Endowment and Pensions Fund.

He says the precise amount of any eventual liability arising from the Inland Revenue's unpaid taxes claim "remains uncertain."

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Apex Properties ...int.	0.7	March 28	0.5	—	1.6
Hambro Trust ......int.	1	March 13	0.65	—	2.25
Hillards ....int.	1.25	March 21	1*	—	3.5*
Lonrho	4.68¶	April 3	4.25	7.32	6.65
Pentland	4.78§	April 17	3.05	6.28	4.55
U. C. Investments	43‡	April 3	28	60	43
Vibroplant ....int.	5.23	March 5	4.42	—	12.4

Dividends shown pence per share net except where otherwise stated.

* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ South African cents throughout. § Includes special dividend of 0.83p. ¶ Plus special 1p interim for current year.

HIGHLIGHTS

GEC has announced its terms for Decca—a bid of £82.5m cash—and Lex looks at the implications of this developing battle. On a quiet day for company news Lonrho announced its preliminary figures for the year ended last September, showing a £10m fall in profits to £84m. Debenhams has released details of a scheme to split off its credit financing business into a trade investment company which will take the debt out of its balance sheet. Finally the gilt-edged market had another hectic day with falls of over one point at one stage and Lex looks at the state of the market ahead of the January banking figures. On the inside pages there are comments on Hillards and Vibroplant.

Debenhams credit side hived off

A NEW finance company has been set up which will take over the retail credit operations of Debenhams, the department store group, and will also seek new business in the UK and overseas.

The new company—Welbeck Finance—has acquired Debenhams Finance through which credit operations, currently amounting to £100m sales per annum, will continue. Under the deal Debenhams will pay Welbeck a service charge of 2.5 per cent on all Debenhams credit sale debts.

Debenhams has £75m of credit business outstanding of which £35m is represented by an overdraft from Lloyds Bank. The new Welbeck will have total funds of £105m of which £20m will be subscribed by Debenhams, the balance being raised through a £65m acceptance credit facility arranged by N. M. Rothschild and Sons and a £20m overdraft facility provided by Lloyds Bank.

Mr. Kenneth Bishop, chairman of Welbeck, said that the substantial borrowings required to finance the increasing level of credit sales in Debenhams would in future be raised by Welbeck. This will not affect the present net asset position of Debenhams although it will reduce borrowings by some £20m.

The new arrangement also allows the credit expertise within Debenhams to be available to other retailers. Welbeck plans to become an independent company within the retail credit business and the company will be actively seeking clients both in the UK and abroad. Welbeck's net surplus for 1979/80 is forecast at £3.04m rising to £5.77m in the current year.

Debenhams will hold 10 per cent of the equity share capital of Welbeck but the right attaching to its class of shares entitles it to virtually all of the profit distributed by way of dividend. The remaining shares will be deferred equity held by sleeping shareholders.

Debenhams also confirmed yesterday that Harvey Nichols department store will not be sold, despite at least two serious offers for it in the £25m range. It is intended that in-store franchises will be developed at Harvey.

Debenhams plans to close the external outlets of its New Dimension stores on February 28.

Mr. Hardy Amies announced yesterday that he has acquired the business operated by Debenhams under his name since 1973. Mr. Amies emphasises that his women's couture, boutique and ready-to-wear retail business will continue from Savile Row. He said that he was "totally committed" to expanding further the company's considerable licensee business in men's wear, women's wear and household goods.

Gilmore meat group winding up order

MEAT TRADER Gilmore and Partners (Smithfield) was compulsorily wound up in the High Court yesterday. The company went into voluntary liquidation following December's announcement of £1.5m debts. The order, made by Mr. Justice Dillon, follows "a petition" brought by Trans Oceanic Meat Company, which claims £11,477 trade debts.

Ten creditors, including meat trader J. E. Sanger, had opposed the order. But they agreed to support it yesterday with the provision that they would be making an application to the Official Receiver for installation of a special manager to maintain "continuity of the company's business."

Their counsel suggested for the post, Mr. Roger Cork of chartered accountants Cork, Gully, the company's voluntary liquidator. Mr. Cork said he will accept the post if it is offered.

No accurate indication could be given of Gilmore's assets, but they were estimated to be of the order of £200,000.

The City of London police's fraud squad is now engaged in a full investigation of Gilmore. But it will be "a couple of months" before any results emerge, said Detective Chief Superintendent Keith Taylor.

A compulsory winding up order was also made against the Manchester-based General Engineering Company (Radcliffe).

The group's listing was suspended last June and a statement by the joint receivers and managers in December said that trade would continue in two wholly-owned "hived down" subsidiaries, General Engineering Radcliffe 1979 and Trafalgar Engineering 1979 which were not in receivership.

Other orders were made against the following companies:

They were: E. A. C. Saunders and Sons, Freeman Mechanical Services, Chris Hudson (International), East Ferry Demolition and Construction, Ferris-Payne and Gatezone.

Johnson and Pickford, Jackbox, P.S.T. Engineering, Goodglade and The Pemini Organisation.

Liverpool Non-Ferrous Metal Co., Tresmead, Annals (Car Sales) and Promexport International (UK).

Crepedale, Marine Associates, Lagona Roofing Contracts, The London Contract Decor Co. and Sounds Ahead (Mail Order).

Compulsory winding up orders against Ewin and Son, made on January 21, and H. T Travel (January 28) were rescinded and the petitions dismissed by consent.

NEW LIFE BUSINESS

Strong improvement by Confederation Life

The UK results last year for life and pensions business of the Canadian Insurance company Confederation Life Insurance Company show new annual premiums up by 22 per cent from £3.7m to £4.5m and single premiums 28 per cent higher at £1.7m compared with £1.3m.

Mr. P. Wortman, the general manager, stated that growth had been experienced throughout most of the range of the company's products, with the mix of life and linked business being around 50-50. Personal pension business for the self-employed was down in 1979, but this was more than compensated by the rise in executive pension business.

The growth in single premium business last year reflected the popularity of the company's Capital Protected Plan, a back-to-back growth bond over 10 to 15 years. Sales of this bond expanded by 154 per cent to almost £900,000.

Worldwide business of the society, one of the largest life companies operating in the Commonwealth reached record levels with new sums assured rising 7 per cent to A$6.95bn.

Crown Life Pensions fund offer

Crown Life Pensions, a member of the Crown Life Group (UK), has expanded its pension services by entering the managed fund market. This will add to its present range of deposit administration pension schemes.

Initially two funds are being offered to clients—a Mixed Fund covering all investment media, and the Money Fund. Under the latter fund, investment will be in short-term and liquid assets and the unit price is guaranteed not to fall.

One novel aspect of this fund is the facility for pensions to be paid direct from the fund, by cashing-in units as an alternative to buying annuities. Under this option, the client company carries the mortality risk of pensioners.

These new managed funds offer to client companies a pension investment management service on a unitised basis and are aimed at the self-administered pension schemes of all sizes, including the recently developed small self-administered pension scheme.

But, under the latter type of scheme, the trustees, under Inland Revenue requirements, have to buy an annuity within five years of the pension becoming payable.

Australian Mutual has buoyant year

Buoyant life business last year in the UK is reported by the Australian Mutual Provident Society with new annual premium income advancing by 26 per cent to over £1.6m. New sums assured reached £95m. New annual premiums on individual business improved by 26 per cent to £1.4m, with sales of conventional with-profit whole life and endowment assurances being strong. New annual premiums on group pensions business rose by 23 per cent to £224,000.

BIDS AND DEALS

Plessey Portugal gets offer from local electronics group

BY JIMMY BURNS IN LISBON

Centrel Electronica, the Portuguese electronics company, is making an offer for Plessey Portuguesa, the troubled subsidiary of Plessey, the UK electronics and telecommunications group.

Centrel's managing director, Sr. Jose Rocha de Matos, travelled to London to put a formal recovery programme before the Plessey management board.

Sr. da Matos said later he had no doubt that his company had the technical capability to take over Plessey Portuguesa's operations. Without revealing details, he said he had in mind a recovery programme that would save jobs and put Plessey Portuguesa "in good condition within two years."

He insisted that, were the takeover bid successful, his company would remain Portuguese.

Sr. Matos' initiative has come against a background of intense and little-publicised activity, the final outcome of which is expected to have far-reaching consequences for Portugal's telecommunications industry.

This was thrown into confusion in December after a warning from Plessey Portuguesa that it would go into voluntary liquidation unless the Government took steps to guarantee its survival.

Since then, Plessey and the Portuguese Government have been involved in delicate negotiations. Plessey has presented a management recovery plan involving a reorganisation of Plessey Portuguesa's operations and a 1,200 cut in the company's 3,500 labour force. Although the Portuguese Government is believed to have agreed originally in principle to the rationalisation of the labour force, its position is now thought to have hardened.

Industry sources have confirmed that Plessey's ultimatum has resulted in approaches to the Government from a number of Portuguese and multinational electronics and communications companies which would like to get a strong foothold in the industry. Plessey has at present about 60 per cent of the market for switching equipment in Portugal. It is also the major supplier of telephones to CTT/TLP, the Portuguese State-owned telephone company.

The Portuguese administration is now believed to be facing a choice which has already been considered by almost every other European country: It has to decide whether to build its telecommunications industry on a nationally-designed system or to try and get the best deal possible out of one of the multinationals. A third option might involve a compromise between the two.

Centrel Electronica is majority controlled by Portuguese private capital, and is 30 per cent owned by the Portuguese stateholding company IPE (Instituto de Participacoes de Estado).

Centrel's current operations are limited: It has an annual turnover of about Esc 275m, employs 250 people, and has only 5 per cent of the market for switching equipment.

However, it has been extending its field since the 1974 revolution, and has recently brought foreign know-how into its operations. The company has negotiated contracts with L. M. Ericsson, of Sweden, and CNK, of Denmark.

Industry sources believe that Centrel could diversify its current operations and become a major electronics supplier to Portugal's emerging automotive industry.

Norrington receives approaches

A number of approaches have been made to Henry Norrington and Son, agricultural engineer, merchant and general ironmonger, and the company's share listing has been suspended pending an annoucement.

Norrington says the approaches may lead to an offer being made for the whole of its issued share capital.

Yesterday's suspension price was 16p, which capitalises Norrington at £609,120. Around one quarter of the shares are held by directors of the company.

Samuel Montagu, which is advising Norrington, said a further announcement can be expected in about a week.

LAMONT EXPANDS ENGINEERING SIDE

James H. Lamont and Co., a subsidiary of Lamont Holdings, the investment holding company with interests in engineering, has acquired two private companies, Merlin Cutting Tools, of Sheffield, and Duratool, of Warrenpoint, Co. Down. The total payment will not exceed £100,000 cash.

The acquisitions will extend the group's engineering activities and are expected to contribute to the current year's profits.

Both Merlin and Duratool, which are operating profitably, are manufacturers of reamers, precision tools for sizing and finishing holes which are used in the aeronautical, automotive and machine tool industries, at home and abroad.

The activities of James H. Lamont include the manufacture of compression fittings for copper tubes and pipes.

CHAMBERLAIN PHIPPS' £0.45M DEAL

Chamberlain Phipps has acquired Barnet Devanney Group, insurance brokers, and that part of the voting share capital of Barnet Devanney and Company not already owned by Barnet Devanney Group for an aggregate of £450,000, satisfied as to £132,000 by 330,000 shares and £318,000 cash.

RACAL

Hill Samuel Investment Management, as associates of Racal, have sold, on behalf of a discretionary investment client, 25,000 Racal at 223p.

SHIRLSTAR SELLS HALL BROS. STAKE

Shirlstar Container Transport has finally sold its 10.46 per cent stake in the voting equity of Hall Brothers Steamship. Shirlstar purchased a proportion of this holding at 140p per share and at first regarded the subsequently successful offer by Temple Finance and Investment as too low at 70p per share.

In order to avoid its holding falling below 10 per cent and becoming subject to compulsory purchase, Shirlstar announced yesterday that it had disposed of the shares through the market to three different purchasers. The shares changed hands under rule 163 (2), the unlisted market, and it is understood that Shirlstar at least achieved its buying price.

U.S. MARKET REACTS TO IMPS. RUMOURS

Rumours of a new obstacle to Imperial Group's planned takeover of Howard Johnson have been depressing the U.S. restaurant and hotel chain's share price in New York. The shares slipped $1½ to $23¾ on Friday and had shed another 75c by mid-session yesterday.

The price was reacting to reports that a wholesale brewers' association in California is to petition against the liquor licence granted Imperial last month by the Californian Department of Alcohol Beverage Control. U.S. legislation means that Imperial has to seek licence approval in each of the 40 states where HoJo is present.

Imperial's finance director, Mr. Jim McKinnon, said he understands that the association is not objecting to the Imperial takeover per se, but is arguing that the matter should be resolved by the state legislature and not by administrative judgement.

Mr. McKinnon said that the objection had not been expected, adding that he had instructed Imperial's U.S. counsel to evaluate the situation. California was the 28th State in which Imperial won approval for a licence.

GUINNESS PEAT IN WEST GERMANY

International Enzymes, a wholly owned subsidiary of Guinness Peat Group, has taken a 50 per cent interest in P-L Biochemicals, a newly formed company in Sankt Goar, West Germany.

The new company will act as a European distribution centre for biochemical reagents manufactured by P-L Biochemicals, of Wisconsin, which owns the remaining 50 per cent interest.

International Enzymes has had a close association with P-L Biochemicals, over a number of years and represents the company in the UK.

INCHCAPE OFFSHOOT IN IRELAND

Neil Pryde, a subsidiary of Inchcape, is to establish a business in the Republic of Ireland to manufacture sails for yachts and sailboards. Plans are to begin production at Mallow, County Cork, by June, and to employ 90 within two years.

The new company initially will make sailboard sails for European markets, particularly France and Germany and will subsequently add high-quality conventional yacht sails, also for export.

Carbonising has 7¼% of Weeks

National Carbonising, under the chairmanship of Mr Graham Ferguson Lacey, continues to increase its stake in Weeks Petroleum, the Bermuda-based oil exploration company which is quoted on both the Australian and London markets.

Yesterday the company confirmed that it had spent a further £1m increasing its stake in Weeks from 6½ per cent to 7¼ per cent. National Carbonising acquired its initial stake of 5[illegible] per cent last August at a cost of £3.8m. The purchase was funded by means of a £4.1m dollar loan which has, however, since been paid off following the sale by National Carbonising of its holding in London and Scottish Marine Oil for £12.4m.

Mr. Ferguson Lacey owns around 2 per cent of Weeks in his own right and National Carbonising has a pooling agreement with certain other shareholders who together now own close to 30 per cent of the equity.

HENLYS

Henlys has confirmed that it has bought R. E. Hamilton and Co., Belfast. This follows the announcement on January 21 that negotiations were in progress.

SPAIN

February 1	Price %	+ or −
Banco Bilbao	213	+4
Banco Central	224	
Banco Exterior	211	
Banco Hispano	210	
Banco Ind Cat.	135	
Banco Madrid	173	−2
Banco Santander	244	
Banco Urquijo	157	
Banco Vizcaya	218	+3
Banco Zaragoza	200	
Dragados	103.5	−1.5
Espanola Zinc	62	
Fecsa	56	
Gal. Preciados	36	−1
Hidrola	62.2	
Iberduero	60.7	−0.3
Petroleos	115.5	−0.5
Petroliber	73	
Sogefisa	115	
Telefonica	57	+1
Union Elect.	62	−1

Thornwood lifts Wight stake

Thornwood Investments has increased its holding in Wight Holdings to 650,000 shares (29.8 per cent), by the purchase of 100,000 shares from Mr. J. C. Scah, £50,000 from J. Manson and 50,000 from L. A. Stoddart, all directors of Wight.

The Stock Exchange and the City Panel on takeovers and mergers have been advised of these transactions and no objections have been raised.

In agreeing to the transactions the directors of Wight believe that co-operation between Wight and Thornwood will strengthen the Wight group of companies and will be in the interests of shareholders and employees.

Thornwood has assured the vendors of the shares that it does not intend to increase its holding by market purchases or by a general offer, nor does it intend to control the board of Wight, but has requested a seat on the Wight Board for Alistair Dunn, managing director of Thornwood. This result will be considered by the Wight Board.

Thornwood is a private investment holding company based in Scotland, whose principal interests are in property, leasing and vehicle distribution.

M. J. H. Nightingale & Co. Limited

27/28 Lovat Lane London EC3R 8EB. Telephone: 01-621 1917

1979-80 High	1979-80 Low	Company	Price	Change	Gross Div (p)	Yield %	P/E
99	73	Airsprung Ord.	73	—	8.7	9.2	4.3†
50	38	Armitage and Rhodes	38	—	3.8	10.0	2.5†
228	185	Bardon Hill	228	—	13.8	6.1	6.7†
100	85	City Cars 10.7% Prf.	87	—	15.3	17.6	—
101	63	Deborah Ord.	88	−1	5.0	5.7	8.7
353	140	Deborah 17½% CULS	350	—	17.5	5.0	—
94	88	Frank Horsell	94	—	7.9	8.4	5.8
129	100	Frederick Parker	107	−1	12.8	12.0	8.3†
156	105	George Blair	105	—	10.5	15.7	—†
82	45	Jackson Group	80	—	5.2	8.7	3.5†
153	115	James Burrough	115	—	7.2	8.3	10.1
[illegible]	242	Robert Jenkins	245	−5	31.3	12.8	7.8†
232	178	Torday Limited	223	—	14.3	6.4	5.8†
34	18¾	Twinlock Ord.	22¼	—	0.8	3.6	4.2†
80	70	Twinlock 12% ULS	76	—	12.0	15.8	—
56	23	Unilock Holdings	52	−1	2.6	6.0	11.1
84	42	Walter Alexander	81	—	4.4	5.4	6.4
190	136	W. S. Yeates	186	—	11.5	6.2	7.2

† Accounts prepared under provisions of SSAP 15.

مكتب الاعمال

Lonrho will continue to grow around its long-established core of mining and agriculture

R.W. Rowland, Chief Executive

Dear Shareholder,

This is your Company's seventieth operational year, and I am confident that Lonrho will continue to grow around its long-established core of mining and agriculture.

We feel that gradual expansion in the United Kingdom and the Western hemisphere is in the best long-term interest of Shareholders. This programme is now well under way, and you will see the Company progressing further from 1980 onwards, while maintaining our investment plans in Africa.

Exceptionally, profits are down this year, although the balance sheet has never been healthier. Heavy reinvestment has contributed to this and we have had trading problems in West Africa for which we have had to make provision. The SUITS Monopolies Commission hearings were an expense and restraint throughout the year, but happily with a successful outcome.

In 1979 your Company bought the Dutton-Forshaw Group, Harrison and Sons, and 50 per cent. of the Princess Hotel Group. We also acquired the remainder of the shares of Scottish and Universal Investments, which brought in a major holding in House of Fraser. You will find all these reviewed below.

You have some splendid assets, and I hope you enjoy reading about their progress last year. If you are a new Shareholder, the 19 year graphs on pages 52 and 53 will be of interest. May I call your attention to pages 30 and 31 where the Board set out the Group's general accounting policies which have been formulated by our Chief Accountant with our Auditors.

The management and employees of the Lonrho Group—world-wide—number over a hundred and forty thousand people, of whom sixty thousand work in the United Kingdom.

Harrods, Knightsbridge, London SW1.

Mining and Refining

The mining companies had a particularly good year with profits up from £9·6 million to £31 million. The main contributors have been the platinum and the gold mines, with strongly increasing prices for these metals. In the past year we produced 358,000 ounces of gold, which realised an average price of US$261 per ounce. At the time of this review prices are still well above this level.

Output of platinum group metals is up to 124,000 ounces, and production should be still higher this year. As with gold, our costs of production remain competitive and metal prices are currently well above last year's. Research into economic technology to exploit a second reef should be completed during the year; if successful, this would enable us to expand platinum group metal production quite significantly at a reasonable capital cost. Ore reserves are extensive.

Next in importance is coal, where output increased slightly to 2.58 million tonnes of bituminous coal and 500,000 tonnes of anthracite.

Copper mining, which is not large scale, produced a useful profit. The asbestos market was dull and sales decreased to 9,700 tonnes but profit was maintained.

Our exploration programme continues, with gold, coal and platinum as the principal targets. We hold several low-grade gold properties which are viable at a price of US$250 to 300 an ounce. Obviously with prices well above this level they become profitable. Development of certain of these deposits is already in hand and we have also acquired options over a number of other properties, both dormant and producing. Gold output would increase substantially when these mines reach production.

Mining for gold

Agriculture and Ranching

We grew and sold 330,000 tonnes of sugar and the price per tonne improved.

The new Dwangwa sugar project in Malawi started up in June, on schedule, and our participations in the Kenana scheme in the Sudan and the Savé estate in Benin continue.

The Group's tea estates processed just under ten million pounds of tea this year, most of which was sold on the London market.

Your Company continues to be a major producer of wattle extract for leather tanning. Our other agricultural activities include oil seed processing, cereals, coffee, timber and tobacco, all of which did reasonably well.

The total herd of beef cattle is still 100,000 head, after sales of 20,000 head this year.

Young schemes started this year in Africa include a large mushroom farm in Kenya, branded "Eldoret Mushrooms", and an agricultural scheme in Zambia is producing maize, wheat, soya beans, onions, tobacco and potatoes. Beef cattle and pigs are also included in the still expanding farms, the pig unit being the largest in Zambia. There is a large area fed by overhead irrigation.

Motors

World-wide, our subsidiaries consider that during 1980 sales should certainly exceed a hundred and fifty thousand vehicles.

In the United Kingdom, the Volkswagen-Audi franchise had a good year with sales of eighty-four thousand vehicles, about 5 per cent. of the market. We have a combination of first-class management, 350 well spread dealerships, and an exceptionally fine range of cars and commercial vehicles. The entire quota allocated to us was sold.

We have represented Mercedes-Benz in Zimbabwe and Zambia for very many years. We are probably Africa's largest and most widespread motor distributors holding nearly every major motor franchise in one country or another. We also sell motor cycles, tractors, trucks and earth movers.

Within SUITS, the Company now owns the profitable motor trading group, Dutton-Forshaw, which has a national spread of 89 outlets. Chief amongst these is Jack Barclay, the world's largest and most prestigious distributor of Rolls-Royce and Bentley.

Volkswagen Polo and Audi

During the year our Wankel licencee in Japan, Toyo Kogyo, has had considerable international success with the Mazda RX7, while promising research results have been achieved in the development of a diesel engine, for which patents and patent applications exist.

In the field of compressors and heat pumps the Wankel concepts have been applied with significant advantages over traditional designs and a leading manufacturer has announced definite interest in producing a range of automobile air conditioners utilising such principles.

Rolls-Royce and Bentley through Jack Barclay

Aircraft and Cargo

Tradewinds, the cargo airline operating Boeing 707's out of Gatwick Airport, has struggled through the year, held back by fuel prices and contracting demand for air freight services.

The Lonrho Group has small aircraft based across Africa to service projects. The Falcon Executive jet, which logged millions of miles, was replaced in 1974 with a longer-range Grumman II, averaging 1,000 flying hours a year for the Company.

The Beechcraft dealership sold sixty of their tough and popular aircraft to customers in Africa.

Kendall Globe Limited, the travel and freight agents based in England, achieved its targets for the year.

Engineering, Steel and Manufacturing

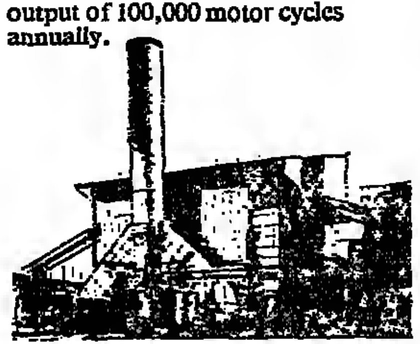
Engineering in the United Kingdom has seen turbulent trading conditions in the last twelve months. The industry suffered a ten-week strike by transport drivers, a ten-week overtime ban and partial strike by the work force and severe winter weather conditions. Despite this, your engineering division achieved a small profit.

Firsteel (cold rolled strip), J. Hartley and Company (metal fabricators) and Lightfoot Refrigeration experienced quiet trading conditions.

The steel-making plant at Hadfields in Sheffield and the process engineering company, Newell Dunford, were reorganised to meet market conditions. The division should now show a good return, if demand improves. Sales of billet and bar were 205,631 tonnes.

Sheer Pride, who make office furniture and filing cabinets at Weybridge, had a good year, despite the loss of the Iranian market. The three Emerald Stainless Steel companies in Eire, Malta and Leeds, large-scale manufacturers of sink tops, also traded well. The plumbing factors, Peter J. Hopkinson, produced a good result, and the Homeworthy furniture factories expanded a profitable range with new products.

In Africa, our engineering and manufacturing plants had a slack year, but the economic outlook is decidedly better for 1980. Plans for 1980/1981 in Nigeria include the production of glass fibre boats, and a factory with an output of 100,000 motor cycles annually.



The new Dwangwa Sugar Factory in Malawi

Textiles

I am glad to report that the African mills had a fair year, after the doldrums of 1977 and 1978.

At Cramlington, in the United Kingdom, Lonrho Textiles makes a prize-winning range of household polyester cotton products branded "Accord" which they are very actively promoting. The quality is such that they will, we hope, be the number two brand in the country in 1980/1981. The loss-making warp knitting and long staple spinning divisions were closed by the end of 1979. The factory is extremely modern and is one of the largest complexes in Europe. Union co-operation is excellent and, although this mill was bankrupt when we took it over, I think it may now be on the road to a lasting recovery.

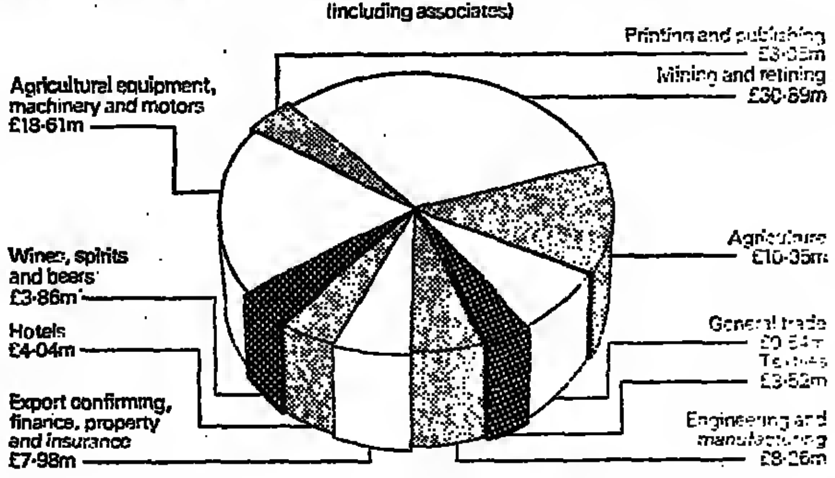
Taken as a whole, the textile division produced 120,217,183 metres of cloth.

Balance Sheet at 30 September 1979

	1979 £m	1978 £m
Funds Employed		
Share capital	52·70	47·26
Reserves	325·78	283·16
Equity interest	378·48	330·42
Minority interests	82·16	83·55
Deferred tax	6·77	4·90
	467·41	418·87
Loans	137·05	73·93
	604·46	492·80
Assets Employed		
Fixed assets	385·84	358·18
Associates	125·87	94·65
Investments	23·60	27·20
Net current assets	69·15	12·77
	604·46	492·80
Net assets per share	180p	175p

Analysis of group profit for year to 30 September 1979

(including associates)



	1979	1978
Turnover	£1,565·45m	£1,491·37m
Profit before tax and central finance charges	£100·70m	£102·69m
Central finance charges	£16·70m	£9·05m
Profit before tax	£84·00m	£93·64m

Printing and Publishing

The intended move by Outrams, publishers of the 'Glasgow Herald' and 'Evening Times', to their new premises in Albion Street, Glasgow, will now take place in July 1980.

The 'Glasgow Herald' achieved increases in both circulation and advertising during the year, while Scottish & Universal Newspapers, the publishers of 33 weekly newspapers across Scotland, continued the re-equipment of their printing centres and opened two new plants during a successful year.

Holmes McDougall are now benefiting from their rationalisation programme of previous years. They continue as publishers, booksellers and printers, and experienced a healthy rise in magazine circulation to 2,497,000 a year.

With the introduction of the new 'Sunday Standard' in Kenya, we now have five newspapers operating in Africa. Printing and publishing had a relatively poor year overseas.

Since the year end, SUITS has bought Harrison and Sons, the specialist security printers. Apart from their normal business as printers, almost all the United Kingdom's postage stamps and those of a hundred foreign countries are produced on the advanced machinery of this famous firm.

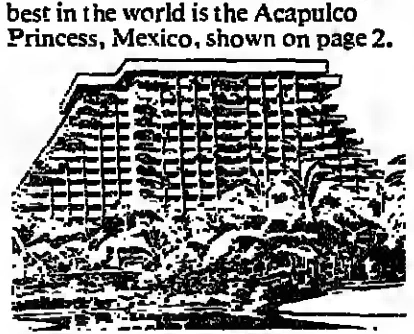
The London Metropole Hotel

Hotels

The Metropole Group in Britain had a very good year, and profits increased by 35 per cent. The luxury Metropole Hotel in Birmingham attracted 450 conferences. Where it is economically attractive, we are expanding the hotels and upgrading their facilities, and in this we are using, wherever practicable, the services of your Group's excellent building company, Fassnidge Son and Norris.

The hotels in Africa, which are all sizeable and of good quality, have had a busy year.

Just after the year end, we agreed with Mr. Daniel K. Ludwig to become an equal partner in his company, Princess Properties. The assets of that company are seven outstanding luxury hotels. The Bermuda Hamilton Princess and Southampton Princess will be known to many of the Shareholders who have visited that lovely island, and ranking among the best in the world is the Acapulco Princess, Mexico, shown on page 2.



The Acapulco Princess, Mexico

There are two hotels in the Bahamas, and an elegant city hotel in San Francisco, the Sir Francis Drake. There is now active joint management and a firm understanding to agree plans for a very fine hotel site in Mexico City, as well as to combine in future projects. The cost to your Company was US$80 million, plus the issue of five million Lonrho shares to Mr. Ludwig.

Property

Through our wholly-owned subsidiaries, London City & Westcliff and AVP Properties, we have commercial and industrial holdings in England and France, having a book value of £43 million.

Residential properties in England in the middle price range are gradually being sold.

Wines, Spirits and Beers

The major assets in this section are the six French vineyards—Château Smith-Haut-Lafitte, Château La Garde, Château Rausan-Segla, Château de la Tour, Château de Lamouroux and Château Olivier—the wine shippers, Louis Eschenauer of Bordeaux, and the Scottish whisky distilleries, Whyte & Mackay, which come within SUITS. The vineyards have done well, as have Louis Eschenauer, where sales were up 29 per cent. Volume sales of Whyte & Mackay increased 20 per cent. to 1,151,478 gallons.

In the North of England the Ashe & Nephew retail chain had sales of £34 million, and opened forty-six new outlets, bringing the total to 280 off-licences and bottle stores.

The Group's twenty traditional beer breweries, which are operated in partnership with African Governments, continue to flourish. The beer is varied from country to country, to traditional recipes, but is generally low in alcohol content and high in protein.

We also have a Coca-Cola plant located in Zambia, which is one of the largest in Africa.

Whyte & Mackay Whisky

Export Confirming and Broking

John Holt's export confirming with West Africa had to be severely reduced, as were the activities of Lonrho Exports, to weather a difficult year of economic changes in Western Africa. However, Balfour Williamson, our international confirming house, was able to achieve good profits and to expand.

The volume of cotton broking was maintained in a static market, where sharp currency movements made it necessary to adopt a cautious policy.

Pipeline

Our oil pipeline connecting Zimbabwe with the eastern coast of Africa comes into strong focus following the lifting of sanctions in Zimbabwe. The pipeline has been closed since December 1965 when sanctions first came into force. To build such a pipeline now would cost £75 million and its potential, once the Umtali refinery is recommissioned, is considerable.

Our action against the oil companies, who were associated in the project, is not affected by the immunity given when sanctions were lifted in December, and we are vigorously pursuing our claims.

SUITS and The Monopolies Commission

Our bid to acquire the remaining 70 per cent. of SUITS' shares was referred to the United Kingdom Monopolies and Mergers Commission in May 1978, on the grounds that SUITS, which is a major Scottish company, would be adversely affected by the amalgamation with Lonrho. After full and costly investigations lasting ten months, which included the detailed examination of our management and financial position, the Commission gave its complete approval to the merger.

Scottish shareholders in particular will be pleased to know that SUITS retains, and will keep, its direction and distinctive Scottish character and has already expanded to employ more than 10,000 people, with a turnover well in excess of £300 million.

With the acquisition of SUITS, the Group's total stake in the House of Fraser department store chain has risen to 29.99 per cent. There are no other major shareholders. Apart from Harrods, the 110-strong chain includes Barkers, D. H. Evans, Dickins & Jones, the Army & Navy Stores, Kendal Milne, Rackhams, Chiesmans and Dingles.

Conclusion

I know you will want to join all members of the Board in expressing your appreciation of the hard work and initiative of those who work for Lonrho in the United Kingdom and overseas. I want to mention the many people who work for the Company in Zimbabwe, and whose welfare is our serious concern. We would like to thank Shareholders for their confidence in us through the year. It was particularly kind of so many of you to mail your proxies in support of the Board at our last Annual General Meeting.

Yours sincerely,
Tiny Rowland

The seventy-first Annual General Meeting of Lonrho Limited will be held at the Great Room, Grosvenor House, Park Lane, London, W.1. on Friday 14th March 1980, at 12 noon.

LONRHO

Lonrho Limited, 138 Cheapside, London EC2V 6BL

The text is taken from the Chief Executive's review contained in the 1979 Report and Accounts which will be published in mid-February. Copies will be available from The Secretary, Lonrho Limited, 138 Cheapside, London, EC2V 6BL.

UK COMPANY NEWS

Hillards moves ahead to £1.3m in first 28 weeks

For the 28 weeks ended November 10, 1979, Hillards, West Yorkshire based supermarkets operator, reports turnover up from £53.82m to £56.53m and pre-tax profits of £1.34m, against £1.18m in the same period of 1977-78.

The directors point out that the previous year's figures included £6.1m turnover and £275,000 trading loss of Capital Discount stores which were acquired in June 1978 and ceased trading in March last year.

First half profits are after interest paid of £85,000 (£4,000 credit). Tax takes £55,000 (£410,000) giving earnings per share of 10.89p against 6.56p.

The interim dividend is effectively raised from 1p to 1.25p—the previous total was equal to 3.5p from pre-tax profits of £2.53m.

Three new stores (one during the first half) have been opened so far this year. Another store is to open by the end of the current year and a site has been bought for a new store to be built and opened by Autumn 1981.

The board is confident that the benefits of the new stores will be reflected in the group's progress in the years ahead.

● comment

Stripping Capital Discount out of last year's figures, sales at Hillards are up 18 per cent, and pre-tax profits down 8 per cent. One factor depressing profits is pre-opening expenditure at three stores—the company declines to quantify the amount, though one outside estimate puts its at £300,000. Hillards has also become a net payer of interest, with the new stores making demands on the £4.4m which it kept on lucrative short-term deposit last year. The company says it maintained net margins in the first half around last year's 3.2 per cent. But it is now responding to the price-cutting initiated on its home territory by Asda, which could bring that margin down to around 2.5 per cent by the year end. Analysts expected a full-year out-turn of £3.1m, giving a prospective p/e of 11.8 at 151p down 9p. A similar increase in final dividend gives a prospective yield of 4 per cent. With price wars seemingly a recurrent feature of the food retail scene the p/e at three points over sector average looks to discount future growth.

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TODAY

Interims:—Crouch Group, Steinberg, Unitech.

Finals:—Aaronson Brothers, English and New York Trust.

FUTURE DATES

Interims:—	
Meat Trade Suppliers	Feb. 12
Reliance Knitwear	Feb. 12
Singlo	Feb. 6
Finals:—	
Beaumont Properties	Feb. 7
Drayton Commercial Investment	Feb. 7
Drayton Far Eastern	Feb. 7
Prudential Corporation	Mar. 26
U.S. Debenture Corporation	Feb 20
Witter Thomas	Feb. 13

KEEP INVESTMENT

The Keep Investment Trust has received valid applications for a total of 11,216,500 shares following its offer for sale of 10m 5p shares.

Owing to a typographical error, the total applications figure shown in Saturday's report was incorrect.

Pentland Trust pays 6.28p

THE NET TOTAL dividend of Pentland Investment Trust is being stepped up from 4.55p to 6.28p for the 1979 year, with a final of 3.95p plus a special payment of 0.83p.

At midway, the directors forecast a final of not less than 3.5p.

Net revenue for the year advanced from £840,161 to £1.14m, including special dividends received from Shell, BP and Unilever totalling £144,773.

Gross revenue amounted to £1.94m (£1.49m). Tax took £628,499 (£498,571).

Earnings per 25p share are shown to have risen from 4.61p to 5.51p, excluding special dividends.

JACOBS SKATES IN RECEIVERSHIP

Mr. Guy Parsons and Mr. Richard Agutter have been appointed joint receivers and managers of Jacobs Roller Skates, which will continue to trade until its position is assessed.

The joint receivers will be seeking purchasers for the business.

Marley plans more purchases

THERE IS ample scope and opportunity for further organic development at Marley which will continue to be the mainspring of the group's prosperity, Mr. O. A. Aisher, chairman, says in his annual statement.

However, future policy is to accelerate total growth by incorporating a programme of prudent buying of suitable companies in the UK and abroad.

During the past year, the group made a number of investments in companies in Brazil, South Africa, France and the U.S., as well as the UK.

Total investments in these companies amounted to £7m, "a modest enough figure but one which we expect to exceed many times over in the years to come," the chairman says.

During the 1970s, turnover grew at a compound annual rate of 15 per cent, pre-tax profits at 21 per cent, earnings per share at 26 per cent and capital employed at 17 per cent. To match this growth in the 1980s, the chairman says, the group realises that it must devote a substantial part of its financial services to investment in new companies.

Taxable profits rose 19 per cent to a record £22.07m (£18.62m) in the year to October 31, 1979, as reported on December 13. The net total dividend is lifted 43 per cent to 4p (2.78098p).

On a CCA basis, the pre-tax surplus is reduced to £14.74m, compared with £14.62m last time.

At balance date, group fixed assets were up from £88.37m to £104.53m, while net current assets totalled £59.04m (£42.51m). Borrowed money amounted to £51.24m (£31.92m).

Future capital expenditure includes £10.02m (£4.88m) in the UK, of which £2.88m (£1.77m) has been contracted: and overseas unchanged at £4.04m, of which £1.05m (£3.03m) has been contracted.

Meeting, Sevenoaks, March 5, at noon.

Whitworth Electric static

A MODEST increase in profits from £164,019 to £169,379 for the six months to September 30, 1979 is reported by Whitworth Electric (Holdings), wholesale electrical distributor, on turnover higher at £5.44m, against £4.9m.

Tax charged was £88,077 (£85,290) and stated earnings per 5p share of this close company are 2.05p against 1.99p.

In the previous year, pre-tax profits were £406,000 (£266,000) from turnover of £10.58m (£9.06m).

GIDDINGS & LEWIS-FRASER

Giddings and Lewis-Fraser advises that £512,675 of its 4½ per cent convertible unsecured loan stock 1978/89 is being converted.

The company has already purchased for cancellation £477,200 of stock, leaving £1,010,125 outstanding.

King&Shaxson
Limited
52 Cornhill, EC3 3PD
Gilt-Edged Portfolio Management Service Index 4.2.80

Portfolio I Income	Offer	78.83
	Bid	78.39
Portfolio II Capital	Offer	134.11
	Bid	133.33

NOTICE OF REDEMPTION

To the Holders of

Plywood-Champion International Finance Company

5¼% Convertible Guaranteed Debentures due 1983

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of February 15, 1968 providing for the above Debentures, $216,000 principal amount of said Debentures have been selected for redemption on February 15, 1980 (the "Redemption Date"), through operation of the Sinking Fund at the redemption price of 100% of the principal amount thereof, together with accrued interest thereon to said date, as follows:

Those outstanding Debentures of $1,000 each of prefix "M" bearing numbers ending in the following two digits:

04 06 22 30 52 54 61 66 85 87

And outstanding Debentures of prefix "M" bearing the following numbers:

767 1667 2967 4367 4567 5067 5167 5367 5967 6567 7367

On February 15, 1980, the Debentures designated above will become due and payable in such coin or currency of the United States of America as at the time of payment shall be legal tender for the payment of public and private debts. Said Debentures will be paid, upon presentation and surrender thereof with all coupons appertaining thereto maturing after the Redemption Date, at the option of the holder either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 13th Floor, 30 West Broadway, New York, N.Y. 10015, or (b) at the main offices of any of the following: Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London or Paris; Banca Vonwiller & C. S.p.A. in Milan; Banque Bruxelles Lambert S.A. in Brussels; and Banque Internationale à Luxembourg S.A. in Luxembourg. Payments at the offices referred to in (b) above will be made by check drawn on a bank in New York City or by transfer to a dollar account maintained by the payee with a bank in New York City.

Coupons due February 15, 1980 should be detached and collected in the usual manner.

On and after February 15, 1980 interest shall cease to accrue on the Debentures herein designated for redemption.

Debentures are presently convertible into Common Stock of Champion International Corporation (formerly U.S. Plywood-Champion Papers Inc.), at the offices mentioned above, at the rate of 37.38 shares of such Common Stock for each $1,000 principal amount of Debentures.

The right to convert any of the above Debentures called for redemption will expire at the close of business on the Redemption Date.

Plywood-Champion International Finance Company

Dated: January 15, 1980

NOTICE

The following Debentures previously called for redemption have not as yet been presented for payment:

DEBENTURES OF $1,000 EACH

M- 924 2072 2151 3024 4390 4565 4851 5091 6965 7372 7376 7672

Union Corporation Group

U.C. Investments Limited

(Incorporated in the Republic of South Africa)

PRELIMINARY ANNOUNCEMENT

The income statement for the year ended 31st December, 1979, shows:

	1979 R000	1978 R000
Income from investments	14,679	9,864
Surplus on realisation of investments	2,877	585
Portion of provision for writing down investments no longer required	300	1,700
Recoupment of amounts previously written off mineral rights and prospecting expenditure	52	—
	17,908	12,149
From which must be deducted:		
Directors' Fees	30	30
Interest paid on unsecured loan	—	17
Other expenditure—net	96	24
	126	71
Profit before taxation	17,782	12,078
Taxation	1,166	—
PROFIT AFTER TAXATION	16,616	12,078
Retained surplus brought forward	344	356
AVAILABLE	16,960	12,434
Earnings per share (cents)	85.2	61.9

The Balance Sheet at 31st December, 1979, shows:—

	1979 R000	1978 R000
Share capital and reserves	42,060	37,144
Mineral rights and prospecting expenditure, at cost, less recoupments and amounts written off	1	1
Investments		
Listed Shares (Market value R254,940,000: 1978—R123,462,000)	38,220	34,252
Unlisted Shares (Directors' Valuation R2,365,000: 1978—R3,491,000)	2,365	2,725
Debtors and Cash Assets	11,068	5,661
Loan Portion of Taxation	121	58
	51,775	42,697
Deduct: Current Liabilities	9,715	5,553
	42,060	37,144

The Directors have declared a final dividend for 1979 of 43 cents South African Currency per share which, together with the interim dividend of 17 cents per share declared in July last, makes a total distribution for the year of 60 cents per share absorbing R11,700,000 (1978%R8,190,000).

DECLARATION OF DIVIDEND A Final Dividend No. 33 of 43 cents per share in respect of the year ended 31st December, 1979, (making a total of 60 cents per share for the year) has been declared payable to members registered in the books of the Company at the close of business on 22nd February, 1980. The dividend is payable in South African currency. Registered Members with payment addresses in southern Africa will be paid from the Registered Office and the warrants will be drawn in South African currency. Registered Members with payment addresses elsewhere will be paid from the London Transfer Office and warrants will be drawn in United Kingdom currency: the date for determining the rate of exchange at which South African currency will be converted into United Kingdom currency will be 11th March, 1980. Such Members may, however, elect to be paid in South African currency provided that any such request is received either at the Registered Office or the London Transfer Office on or before 22nd February, 1980. Dividend warrants will be posted from the Registered Office and the London Transfer Office on or about 2nd April, 1980. The register of members of the Company will be closed from 25th February, 1980, to 29th February, 1980, inclusive. The dividend is payable subject to conditions which can be inspected at the Registered Office or at the London Transfer Office of the Company.

London Transfer Office
Hill Samuel Registrars Limited,
6 Greencoat Place,
London SW1P 1PL.
4th February, 1980.

per pro UNION CORPORATION (U.K.) LIMITED.
London Secretaries.
L. J. Baines.
Princes House, 95 Gresham Street, London EC2V 7BS.

MINING NEWS

Inco's earnings stride forward in 1979

BY KENNETH MARSTON, MINING EDITOR

CANADA'S Inco, the world's leading producers of nickel, has achieved the promised further rise in fourth quarter 1979 earnings and has made a confident start to 1980 by lifting the regular quarterly dividend rate to 15 U.S. cents (6.6p) from 10 cents.

The group's fourth quarter earnings have advanced to U.S.$69.2m to make a total for 1979 of $141.7m, equal to $1.58 per share, compared with $77.8m, or 77 cents a share, in 1978. The past year's value of sales, however, has risen less dramatically to $2.49bn from $2.08bn.

There are two main reasons for the big recovery in the past year's earnings. The first is the increase in prices for nickel, copper and formed metal products — the ESB battery subsidiary made a relatively modestly increased contribution —and the second reason is the UK tax change which provides relief on increases in the value of stocks. The latter was worth $43.4m last year.

However, earnings would have been considerably greater were it not for the strike which hit the Sudbury, Ontario, operations at a cost of $75.5m. This stoppage cost $61.5m in 1978 and it lasted from September 16, 1978, until June 3, 1979.

Also on the debit side were exchange losses of $12.7m while there was a net reduction of $88.1m in earnings which was attributable to the Indonesian and Guatemalan projects, principally as a result of interest charges.

Group nickel sales last year rose by 5 per cent to 394m lb while copper sales were hit by the Sudbury strike and fell by 43 per cent to 129m lb. Inco's nickel production last year fell to 225m lb from 267m lb in 1978 and at the end of 1979 its stocks of finished metal stood at 89m lb compared with as much as 230m lb at end-1978.

As far as metal prices are concerned, Inco received an average for its nickel products last year of $2.43 per pound, compared with $1.98 in 1978 while the average copper price was 91 cents per pound compared with 61 cents in 1978.

At the moment nickel and copper prices are considerably higher—as are those of the group's important by-product precious metals—and with the prospect of increased sales of copper this year Inco's confidence in raising the quarterly dividend rate is understandable.

Falconbridge nickel pushes fulltime profit to C$130m

CANADA'S Falconbridge Nickel has closed 1979 with a flourish. Fourth quarter earnings amount to C$48.1m (£18.3m) and bring the year's total to C$130.8m, equivalent to C$25.03 per share. This compares with only C$5.8m, or 22 cents, in the depressed conditions of 1978.

As with other transatlantic producers of base metals, the sharp recovery in fortunes at Falconbridge has followed the revival in metal prices which remain very firm. At the same time the group has enjoyed higher sales of nickel and copper. Its revenue from all sources last year expanded to almost C$829m from C$521m.

The 50.2 per cent-controlled Falconbridge Copper subsidiary made a record profit last year of C$46.5m compared with C$15.1m in 1978 while the 19.16 per cent-owned gold and silver-producing Giant Yellowknife earned C$8.3m against C$3.7m.

Falconbridge Nickel also holds 48.4 per cent of the silver-lead producing United Keno Hill, which raised 1979 earnings to a record C$20.7m from C$3.8m. The major shareholder in Falconbridge Nickel is McIntyre Mines which has a stake of 37 per cent.

White shares battle ebbs

THE White Industries board has claimed control of 51 per cent of the equity capital, dampening the frenzied buying on Australian exchanges which last week took the share price up from A$8 to A$30.50, reports James Forth from Sydney.

The board revealed that the White family had received an approach from Bond Corporation to buy its 20 per cent stake, which was rejected. The family also rejected an offer to sell it a parcel of shares comprising about 35 per cent of the capital.

The claim of 51 per cent control came after a weekend's defensive action which involved Mitsubishi of Japan expanding its 8.8 per cent stake, and the winning of shareholders' agreement not to sell their stock for at least six months, or, if they did wish to sell, to grant an option of first refusal to Mr. G. B. White, the chairman.

On the market yesterday, White shares were first marked down to A$13, but they later recovered to over A$20 and closed at A$17.50 (852p).

ROUND-UP

Lonrho says that development is already in hand at some of its low grade gold deposits which are viable at bullion prices of $250 to $300 per ounce and options have been acquired over others. Gold production should increase substantially when these mines reach production, says Lonrho. Mining and refining, notably of platinum, produced profits of £31m for the group in the year to September 30, compared with only £9.6m in 1977-78. The group's total pre-tax profit for the past year amounted to £100.7m.

* * *

Australia's gold-producing Central Norseman reports a half-year profit of A$10.49m (£5.11m) compared with A$5.96m a year ago. A third interim for the current year to next June is declared of 12.5 cents (8.1p) making 24.5 cents so far. The company is controlled by Western Mining.

Sunshine plans for silver certificate

SUNSHINE MINING'S plans to raise cash against its silver holdings moved a stage further yesterday. The company, one of the major U.S. silver producers, said it had filed details of a proposed public offering of $50m (£21.9m) of silver certificates with the Securities Exchange Commission.

The move came shortly after the disclosure that a group of Arab investors had built up a stake of 26 per cent in Sunshine. The investors exercised an option to buy 500,000 shares on top of 1m shares bought last December.

All the shares cost $21.25 each, putting a total value on the deal of $32.4m (£14.2m).

The issue of the silver certificates will be managed by an underwriting group led by Drexel Burnham Lambert and is expected to take place in about four weeks.

The offering is for certificates due on March 1, 1995. The principal amount of each certificate will be whichever is the greater of $1,000 or the price of a certain number of troy ounces of silver bullion, Sunshine said. No further details were available.

The certificates will be secured against a percentage of the annual production from Sunshine's silver mine. The company has 57 per cent of the Sunshine mine in Idaho.

Sunshine's idea of silver-backed bonds has been current for some time, but it had originally been thought that the first offerings would be on a private basis.

UC Investments boosts final

THE General Mining-Union Corporation group's gold and platinum investment subsidiary, UC Investments, is raising its final dividend to 43 cents (23p) to make a total for 1979 of 60 cents against 42 cents for the previous year.

This reflects a rise in earnings to R16.6m (£8.9m) from R12.1m in 1978. The main factor has been, of course, the flow of higher dividends from the group's gold and platinum investments, a trend which looks like continuing in the current year.

The higher profit has been achieved despite the much smaller recoupment in the past year of amounts previously written of investments. This has offset the effects of the latest rise in share realisation profits when account is taken of the tax payable on them.

At the end of 1979 the market value of the investment portfolio was R257.3m compared with R127m at end-1978. The end-1979 net asset value of the shares doubled from that of a year ago to 1,327 cents (713p). UC Investments were 415p

	1979 R000	1978 R000
Investment income	14,679	9,864
Surplus on realisation of investments	2,877	585
Inv. prov. not needed	300	1,700
Recoupment of prosp. expenditure	52	—
Making	17,908	12,149
Directors' fees	30	30
Interest on uns. loan	—	17
Other expend. (net)	96	24
Profit before tax	17,782	12,078
Tax	1,166	—
Profit after tax	16,616	12,078
Retained	344	356
Available	16,960	12,434
Earnings per share (cents)	85.2	61.9

Phelps: iron find in Transvaal

PHELPS DODGE, the U.S. group, has outlined a major iron ore deposit near Pietersburg in South Africa's northern Transvaal, reports Jim Jones from Johannesburg.

"There are large deposits of iron ore which can be upgraded to high grade concentrates," said Dr. Pat Ryan, the Phelps managing director in South Africa, yesterday.

Although no precise details on the deposit are available from Phelps, unofficially it is apparent that several hundred million tonnes of ore seem to be available for opencast mining, with further significant reserves available for underground operations.

Again, unofficially, the Pietersburg taconite ore is of better quality than the ore, with 64 per cent iron grade, mined in the important Sishen-Postmasburg area, which provides the bulk of South Africa's exports.

Further, the Pietersburg ore is reported to contain less impurities than the Sishen-Postmasburg material, while it can be readily pelletised for feeding into blast furnaces.

But development plans for the deposit remain vague. "It's all up in the air. We just see it as a long-term proposition," said Dr. Ryan.

It is clear, however, that development depends on an improvement in world steel markets. One plan apparently being examined is the establishment of a blast furnace reduction operation at Pietersburg to produce sponge iron. This could then be converted to steel at any one of South Africa's steel-making centres.

The deposit is a substantial addition to Phelps South African interests. It has retained a 49 per cent interest in the development being financed by Gold Fields of South Africa at the Black Mountain copper-lead-zinc-silver mine in the northern Cape, while its Chemspar unit operates a small fluorspar mine in western Transvaal.

BASE LENDING RATES

A.B.N. Bank	17 %
Allied Irish Bank	17 %
Amro Bank	17 %
American Express Bk.	17 %
Henry Ansbacher	17 %
A P Bank Ltd.	17 %
■ Arbuthnot Latham	17 %
Associates Cap. Corp.	17 %
Banco de Bilbao	17 %
Bank of Credit & Cmce.	17 %
Bank of Cyprus	17 %
Bank of N.S.W.	17 %
Banque Belge Ltd.	17 %
Banque du Rhone et de la Tamise S.A.	17½ %
Barclays Bank	17 %
Bremar Holdings Ltd.	18 %
Brit. Bank of Mid. East	17 %
■ Brown Shipley	17 %
Canada Perm't Trust	17 %
Cayzer Ltd.	17 %
Cedar Holdings	17 %
■ Charterhouse Japhet	17 %
Choulartons	17 %
C. E. Coates	17 %
Consolidated Credits	17 %
Co-operative Bank	*17 %
Corinthian Secs.	17 %
The Cyprus Popular Bk.	17 %
Duncan Lawrie	17 %
Eagil Trust	17 %
E. T. Trust Limited	17 %
First Nat. Fin. Corp.	18½ %
First Nat. Secs. Ltd.	18 %
Robert Fraser	18 %
■ Antony Gibbs	17 %
Greyhound Guaranty	17 %
Grindlays Bank	‡17 %
■ Guinness Mahon	17 %
■ Hambros Bank	17 %
Hill Samuel	§17 %
C. Hoare & Co.	†17 %
Hongkong & Shanghai	17 %
Industrial Bk. of Scot.	17½ %
Keyser Ullmann	17 %
Knowsley & Co. Ltd.	18½ %
Lloyds Bank	17 %
Edward Manson & Co.	18 %
Midland Bank	17 %
■ Samuel Montagu	17 %
■ Morgan Grenfell	17 %
National Westminster	17 %
Norwich General Trust	17 %
P. S. Refson & Co.	17 %
Rossminster	17 %
Ryl. Bk. Canada (Ldn.)	17 %
Schlesinger Limited	17 %
E. S. Schwab	17 %
Security Trust Co. Ltd.	18 %
Standard Chartered	17 %
Trade Dev. Bank	17 %
Trustee Savings Bank	17 %
Twentieth Century Bk.	17 %
United Bank of Kuwait	17 %
Whiteaway Laidlaw	17½ %
Williams & Glyn's	17 %
Yorkshire Bank	17 %

■ Members of the Accepting Houses Committee

* 7-day deposits 15%, 1-month deposits 15¼%.

† 7-day deposits on sums of £10,000 and under 15%, up to £25,000 15¼% and over £25,000 15½%.

‡ Call deposits over £1,000 15%.

§ Demand deposits 15%.

EUROPEAN OPTIONS EXCHANGE

Series		April Vol.	April Last	July Vol.	July Last	Oct. Vol.	Oct. Last	Stock
AKZ C	F.22.50	75	3.30	—	—	—	—	F.25.60
AKZ C	F.25	405	1.40	—	—	—	—	"
AKZ C	F.27.50	116	0.60	—	—	—	—	"
AKZ C	F.25	—	—	58	1.90	—	—	"
AKZ C	F.27.50	—	—	135	0.80	—	—	"
AKZ C	F.30	—	—	3	0.20	—	—	"
AKZ C	F.22.50	—	—	—	—	17	4.50	"
AKZ C	F.25	—	—	—	—	71	2.50	"
AKZ P	F.25	125	0.70	—	—	—	—	"
AKZ P	F.27.50	74	2	10	2.50	—	—	"
FNC C	$25	—	—	2	1	—	—	$21¾
HEI C	F.75	11	2.30	—	—	—	—	F.71.90
HEI C	F.70	—	—	—	—	5	2	"
HEI P	F.75	—	—	—	—	2	5	"
HO P	F.22.50	—	—	—	—	10	2.30	F.22.40
IBM C	$70	—	—	5	6⅛	—	—	$62⅛
KLM C	F.60	8	15.20	—	—	—	—	F.75
KLM C	F.70	69	5.20	—	—	—	—	"
KLM C	F.80	312	2.60	—	—	—	—	"
KLM C	F.90	433	0.60	—	—	—	—	"
KLM C	F.100	25	0.30	—	—	—	—	"
KLM C	F.70	—	—	43	8.80	—	—	"
KLM C	F.80	—	—	107	4.70	—	—	"
KLM C	F.90	—	—	15	1.60	—	—	"
KLM C	F.60	—	—	—	—	3	18	"
KLM C	F.80	—	—	—	—	40	5.40	"
KLM P	F.60	37	0.80	—	—	—	—	"
KLM P	F.70	108	2.40	—	—	—	—	"
KLM P	F.80	30	3.80	—	—	—	—	"
KLM P	F.90	2	15	—	—	—	—	"
KLM P	F.100	1	25.50	—	—	—	—	"
KLM P	F.70	—	—	27	4.10	—	—	"
KLM P	F.80	—	—	107	2.30	—	—	"
KLM P	F.60	—	—	—	—	30	2.60	"
NN C	F.110	5	11	—	—	—	—	F.112
NN C	F.115	5	7.80	—	—	—	—	"
NN C	F.125	58	1.50	—	—	—	—	"
PET C	Fr.5000	5	280	—	—	—	—	Fr.5700
PET C	Fr.6000	6	250	—	—	—	—	"
PET C	Fr.6000	1	350	—	—	—	—	"
PHI C	F.20	10	1.50	—	—	—	—	F.20.80
PHI C	F.22.50	245	0.50	—	—	—	—	"
PHI C	F.20	—	—	104	2	—	—	"
PHI C	F.22.50	—	—	213	0.80	—	—	"
PHI C	F.20	—	—	—	—	69	2.30	"
PHI C	F.22.50	—	—	—	—	150	1	"
PHI P	F.20	5	0.40	—	—	—	—	"
PRD C	$22	—	—	—	—	2	3⅛	$22⅞
PSA C	F.280	—	—	2	10.20	—	—	
PSA C	F.300	—	—	3	3	—	—	
RD C	F.140	6	25	—	—	—	—	F.159.80
RD C	F.145	44	15.50	—	—	—	—	"
RD C	F.150	27	11.60	—	—	—	—	"
RD C	F.160	390	5	—	—	—	—	"
RD C	F.140	—	—	21	21	—	—	"
RD C	F.150	—	—	15	12	—	—	"
RD C	F.160	—	—	114	5.60	2	7.50	"
RD C	F.140	51	0.20	—	—	—	—	"
RD P	F.145	400	0.50	—	—	—	—	"
RD P	F.150	32	1.80	—	—	—	—	"
RD P	F.160	38	4.80	—	—	—	—	"
RD P	F.140	—	—	2	1.80	—	—	"
RD P	F.145	—	—	5	2.50	—	—	"
RD P	F.150	—	—	12	4	—	—	"
UNI C	F.115	2	4.70	—	—	—	—	F.115.80
UNI C	F.120	4	2.40	—	—	1	—	"
UNI C	F.125	32	1.10	—	—	—	—	"
UNI C	F.115	—	—	3	5.40	—	—	"
UNI C	F.120	—	—	5	—	—	4.30	"
UNI P	F.112	—	—	—	3.70	—	—	"
XON C	$50	27	4	—	—	1	—	$53¼
		Feb.		May		Aug.		
BA C	$45	1	21¾	—	—	—	—	$67
BA C	$50	5	17½	—	—	—	7⅞	"
BA C	$70	—	5	5	5¾	1	7.14	"
OXY C	$25	—	20	20	3⅝	—	—	$29
OXY C	$30	—	14	14	3⅛	6	3¾	"
SLB C	$100	5	7⅞	7⅞	—	—	—	$107⅞

TOTAL VOLUME IN CONTRACTS 4621

C=Call P=Put

VIBROPLANT HOLDINGS LIMITED

Business: Plant Hire Specialists

INTERIM STATEMENT
HALF YEAR TO 30th SEPTEMBER

	1979 £	1978 £
Group Turnover	6,761,865	5,374,271
Unaudited Profit before Taxation	2,066,800	1,598,856
Corporation Tax 52%	1,074,736	831,405
Group Profit after Tax	992,064	767,451
Cost of Dividend (after waivers) Net	231,000	176,880

The Directors have declared an Interim Dividend of 5.25p per share which together with the Associated Tax Credit is equivalent to 7.5p per share (1978 6.6p per share). The Dividend is payable to those shareholders on the Register at the 21st February, 1980 and will be paid on the 5th March, 1980.

Registered Office—Prospect Road, Starbeck, Harrogate, North Yorkshire.

هكذا من الأصل

NORTH AMERICAN NEWS

GM offers $500 rebate to offload 1979 models

BY DAVID LASCELLES IN NEW YORK

IN A BID to get rid of thousands of unsold 1979 cars and trucks, General Motors is to offer a rebate of $500 per vehicle to anyone who buys between now and March 10.

The offer is designed specifically to offload GM's larger models, which have become less popular with the recent sharp rise in the price of petrol. Chevrolets, Pontiacs, Buicks and Oldmobiles. The offer also covers Chevy and GMC vans.

However, these models are by no means unievrsally available. GM is calling its special promotion a "treasure hunt" because purchasers will have to seek out cars carrying the special offer. A promotional campaign along those lines began in the U.S. media yesterday.

GM says about 50,000 unsold cars and 25,000 vans are covered by the deal, which means it could cost the company about $37.5m if all these cars are sold.

The promotional offer is the first GM has used since car sales last went through the doldrums in 1975, though, ironically, at that time the rebate was designed to spur sales of small, fuel-efficient cars. But the timing also appeared to have been influenced by Chrysler's announcement 10 days ago of a major promotion campaign which includes unprecedented money back and free servicing guarantees.

The GM offer coincided with the announcement from Detroit that the U.S. car industry produced 32 per cent fewer cars in January than in the same month last year. The 1980 total was 522,118, compared with 772,587 in 1979. Truck and bus output was 186,898, down from last year's 335,326. GM's January car output was 277,055 down from 444,314.

BASF buys Fritzsche Dodge

BY ROGER BOYES IN BONN

BASF, the large diversified West German chemicals concern, has announced the takeover of Fritzsche, Dodge and Olcott of New York in the latest phase of its strategy to build up production facilities in the U.S.

Fritzsche, Dodge and Olcott specialises in scent and flavour additives—thus complementing BASF's activities in this field—and has production units in the U.S., Brasil and Mexico. It has a turnover of about $80m and employs some 850 workers.

BASF has been searching for and acquiring small to medium sized U.S. companies recently, with a view to maintaining market presence, reducing the impact of the weak dollar on its DM-priced exports and of keeping down production and labour costs, which are high in the German chemical industry.

In line with this market strategy, BASF last year took a large stake in the vehicle paint section of Cook Paint and Varnish Company to give it access to the U.S. market for automotive coatings.

All the major German chemical concerns have been stepping up their investment overseas and the U.S. is an important target—last year 17 per cent of BASF's total investment was allocated outside Europe, compared to 14 per cent in 1978.

The latest acquisition reflects both BASF's interest in the expansion of special product operations, in particular, fine chemicals for the pharmaceutical, cosmetics and perfume industries, and also the company's wish to broaden its base in Latin America as well as the U.S.

BASF, which has U.S. interests ranging from chemical related concerns to the audio-video market, has been focusing on the acquisition of smaller companies in order to avoid anti-trust complications. No such problems are expected from the Fritzsche deal, which none the less still has to be finally approved. Company executives declined yesterday to name the cost of the deal.

Tax hits Century-Fox earnings

BY OUR FINANCIAL STAFF

AN INCREASE in effective tax rate brought reduced earnings for 1979 at Twentieth Century-Fox Film, despite a sharp upturn in the final quarter.

For the full year earnings slipped from $58.4m to $57.3m, with diluted earnings at $6.62 a share against $7.07 a share. A gain of 8.3 per cent brought sales to $678.4m.

Mr. Dennis C. Stanfill, the chairman, said that earnings for the fourth quarter, which jumped by 54 per cent to $10.3m, were boosted by improved earnings from film processing operations, international theatres and also by the inclusion of Pebble Beach Corporation.

Diluted earnings for the final quarter rose from 77 cents to $1.24 a share. Sales, at $182.2m gained 16 per cent.

The company commented that earnings from feature film showings declined by comparison with the previous year when Star Wars generated significant revenue in foreign markets.

Licensing of feature films to television contributed $20.6m to net earnings in 1979. The non-theatrical licensing of feature films to cable, pay television and syndicated markets also made an important contribution to profits.

Licensing of feature films to networks will continue to be an important factor in 1980.

The television division reported improved results reflecting the syndication of the film "Mash" and prime-time network series. Film processing earnings increased considerably in 1979 because of improved margins.

International theatres had improved results, while soft drink bottling and television broadcasting figures were down slightly.

ERC committee dissolved

HOUSTON—American General Insurance and Bache Group, the two members of the ERC Shareholders' Protective Committee, have decided to pursue their interest as shareholders of ERC independent of the Committee. Each member of the Committee was advised by the State of Kansas Insurance Department that the committee must file an application seeking approval from the Kansas Insurance Commissioner to continue to act as a Committee.

While American General and Bache do not agree with the staff of the Kansas Insurance Department they agreed to dissolve the Committee rather than take action in opposition to an insurance regulatory agency.

A spokesman for American General emphasised that American General continued to be concerned that the management of ERC has not acted in the best interest of shareholders. AP-DJ

DC-10 grounding blamed for Continental Air loss

BY OUR FINANCIAL STAFF

THE GROUNDING of all DC-10 aircraft for 37 days last summer by the Federal Aviation Authority is blamed by Continental Air Lines for a loss of $13.2m for 1979. Mr. Robert F. Six, the chairman, said that but for the groundings, the airline would have been in profit. In 1978, Continental earned $49.2m.

At share level, the 1979 loss was 87 cents, compared with a profit of $3.29 last time. Revenues, however, rose from $774.7m to $927.6m.

A loss of $10.7m was recorded in the final quarter, compared with a loss of $314,000 in the same period of 1978. The share loss increased from 2 cents to 70 cents. Revenue continued to increase, to $245.2m from $205.2m.

In addition to the DC-10s grounding, the company referred to increased fuel costs as a factor in last year's loss. The rise from 40 cents a gallon to 73.5 cents cost the company an additional $69m.

Slump in steel forecast

DETROIT—Mr. David Roderick, U.S. Steel Corporation chairman, has predicted a drop of about 10 per cent in steel shipments this year from the 1979 level. He said that between 90m and 92m tons will be shipped in 1980, compared with 100m tons in 1979.

Mr. Roderick also forecasted a drop of 5 to 6 per cent in steel consumption. He attributed some of the fall in shipments to lower car and truck sales. Reuter

North Sea oil boosts Allied Chemicals

By Our New York Staff

ALLIED CHEMICAL, the seventh largest chemical company in the U.S., with large energy interests, more than doubled its fourth quarter earnings, due partly to sharply higher sales of North Sea oil.

Profits were $67.4m or $2.20 per share, up 128 per cent on the previous year's $29.6m or $1.04. Sales during the quarter were $1.3bn, up 67 per cent on the previous year.

Allied's 20 per cent working interest in the Piper and Claymore fields in the North Sea was a major factor in these gains, though Allied also attributed them to higher sales of gas from the Badak field in Indonesia as well as domestic oil and gas product sales.

Allied's full year earnings from continuing operations were $175.6m or $5.95, up 15 per cent on the $152.7m or $5.40 earned in 1978. However, these earnings were reduced by several write-offs on sales of unprofitable businesses, mainly coke and coal.

Allied also revealed yesterday that it has filed with the Securities and Exchange Commission for an offering of 4m shares of common stock. The offering is to be underwritten by a group managed by Goldman Sachs, Lazard Freres and Lehman Brothers Kuhn Loeb.

Schlitz loses $50m after brewery sale

By Our New York Staff

SCHLITZ, the ailing number three brewer, yesterday reported a $50m loss for 1979, but said that much of the deficit resulted from the sale of a brewery to improve the company's basic operations.

The loss compared with a profit of $12m, or 41 cents a share, in 1978. Sales for 1979 were $1.04bn, down from $1.08bn.

A write-off of $39.5m on the brewery sale was included in the fourth quarter. As a result, Schlitz lost $44.8m in that period compared with a loss of $1.2m the fourth quarter of 1978.

Sales for the period were $224.3m, down from $225.5m.

Schlitz sold its brewery in Syracuse, New York, to Anheuser-Busch, the largest U.S. brewer, for $100m payable in three instalments over two years.

Mr. Daniel McKeithan, the Schlitz chairman, said that the sale should help the company to improve its operating results by raising capacity utilisation. Schlitz would also have the proceeds from the sale to use in its operations.

Mr. McKeithan claimed, though, that the company's financial position was strong: net working capital increased by $47.1m in 1979 and long-term debt was cut by $9.3m, and now stood at $131m.

Schlitz's difficulties have led it to consider merging with other companies. But although talks went on sporadically last year, serious negotiations are understood to have been halted until the company can improve its commercial strength.

A testing time for the banks

Doubts are being voiced regarding the outlook for domestic and international earnings of the top U.S. banks, reports STEWART FLEMING, from New York. However, few analysts expect a repetiton of the 1975 banking crisis

IN THE five years since real estate losses running into billions of dollars and a deep recession punctured the complacency of the American banking industry, the nation's banks have been vigorously rebuilding their profitability.

But now, after three years of sustained profits growth which culminated with a 20 per cent earnings gain last year, following a 28 per cent rise in 1978, there are signs that conditions are likely to get tougher for the U.S. banks

With the re-emergence of another enormous current account surplus by the Organisation of Petroleum Exporting Countries threatening to create financing problems for some of the more advanced developing countries which have been borrowing from banks, and the U.S. economy weakening, 1980 could provide the first serious test of the wisdom of lending decisions the banks have made during the past economic upswing.

How the banks survive this test has important worldwide implications. Since 1974, the U.S. banks, through the dominant role they have played in re-cycling OPEC's current account surplus, have become an even more vital element of the world's financial system. Should they now run into serious problems with their existing loan portfolios, the challenge posed by re-cycling the re-emerging OPEC surplus—which could hit $100bn this year—will be that much more formidable.

Reluctance

It is not hard to detect some reluctance amongst U.S. bankers to step in and shoulder the new burden with enthusiasm.

Perhaps the main factor making for caution is the steady erosion of interest rates margins between their cost of funds and their lending rates on loans to developing countries. The widening of these spreads which may now be starting will, if it continues, revive bankers enthusiasm for syndicated credits.

But the unstable political situation in many countries, financial problems likely to face some potential borrowers and regulatory or internal lending limits, will no doubt tend to encourage greater selectivity in deciding how to lend and to whom.

But another important factor which could influence lending decisions will be profitability.

It is already clear that by the fourth quarter of last year, a marked slowing in the profits growth of the big U.S. money centre banks was under way. The slowdown stemmed in part from the impact of the Federal Reserve Board's October anti-inflation package which sent U.S. interest rates soaring.

The rise in interest rates hit fourth quarter earnings in two important ways. Initially, there was a marked slowdown in the pace of business loan demand which had been strong in the third quarter. In addition, the rise in the cost of funds tended to squeeze the margin between these costs and the rate banks could charge to borrowers.

The abrupt change in the interest rate outlook may also have hit banks in other ways. The most dramatic example of the problems that can arise was provided by the fourth quarter results of First National Bank of Chicago, whose earnings plunged 50 per cent to $17.5m. Earlier in the year the bank had taken a view that rates would fall rather than rise and had expanded its fixed rate loan portfolio. This proved to be an expensive mistake when the cost of financing those loans rose.

Another surprisingly bad earnings report came from National Bank of North America, the recently acquired National Westminster Bank subsidiary, which reported a profits decline of 8 per cent to $17.02m NatWest attributed the result to the adverse impact of U.S. interest rate movements on NBNA's fixed loan book during the final quarter of the year, as well as to substantially increased payroll costs introduced immediately after the takeover.

Upward surge

No other leading money centre bank seems to have been so badly caught by the upward surge in rates. But as pointed out by the Bank of America, the largest U.S. bank, recent growth has been increasingly dependent on a higher volume of assets to overcome declining margins. This comment seems to apply generally. While earnings for the first 100 major U.S. banks to report their last quarter rose by almost 20 per cent for the year, according to a bank stock analyst at M. A. Schapiro, the gain for the fourth quarter had slowed to 13 per cent.

In the current year, it is widely expected that asset growth will slow significantly, particularly in the U.S., while the outlook for lending margins is uncertain.

So far as demand for loans is concerned, it is expected that consumer loan demand will be squeezed by shrinking real incomes, the already historically high debt burden consumers have shouldered, and the fact that high borrowing costs should discourage consumer borrowing, particularly in the mortgage market. The housing industry is already under pressure from high interest rates.

Business loan volume is expected to be sluggish given the weakness of the economy.

However, it seems unlikely that there will be a repeat of 1975, when corporations actually reduced their borrowing.

Many bank analysts are predicting that earnings will grow by no more than 10 per cent this year. Such forecasts tend to assume some easing in short-term U.S. interest rates as the year progresses.

But predicting interest rates is no easier this year than it was last. Much could go wrong with these quite optimistic earnings predictions.

If the outlook for the domestic earnings of the banks is difficult to assess, the same applies with even greater force to the international market

There is now considerable uncertainty about how big a role commercial banks will be willing to play in recycling to such countries the OPEC current account surplus. Mr. Willard Butcher, of Chase Manhattan, says that more official activity will be needed in this task now than in the wake of the oil price rises of 1974.

One view, however, is that assuming that rates of return on syndicated loans do become more attractive, the banks' enthusiasm for such business will rapidly revive and shareholders could again see rapid growth of overseas assets and widening spreads adding to banks' overseas earnings.

This will be no consolation to those critics of the big banks, who worry about the scale of banks' commitments and suspect that it is only a matter of time before serious problems show up in banks' foreign loan portfolios.

RESULTS FOR 1979

Bank	Assets $bn	Change %	Net income for year $m	Change %	Return on assets %	Fourth quarter income $m	Change %	Shareholders' funds $bn
Bank America	108.4	+14.0	600.0	+16.7	0.64	158.0	+ 7.6	3.5
Citicorp	106.4	+21.0	544.2	+13.0	0.58	154.2	+30.1	3.6
Chase	64.7	+ 5.8	311.2	+58.0	0.52	76.7	+31.0	2.0
Mftrs. Hanover Tst.	47.7	+17.6	211.3	+16.3	0.51	51.7	+13.8	1.6
J. P. Morgan	43.5	+12.9	288.3	+ 8.0	0.71	73.2	− 5.6	1.9
Continental Illinois	35.7	+15.0	194.1	+15.0	0.58	50.4	+ 6.4	1.4

AMERICAN QUARTERLIES

AMERADA-HESS

	1979 $	1978 $
Fourth quarter		
Revenue	2.12bn	1.21bn
Net profits	118.9m	38.18m
Net per share	2.84	0.92
Year		
Revenue	5.81bn	4.74bn
Net profits	507.12m	138.9m
Net per share	12.15	3.36

CLEVELAND-CLIFFS IRON

	1979 $	1978 $
Fourth quarter		
Revenue	82.3m	90.7m
Net profits	13.9m	11.72m
Net per share	1.13	0.96
Year		
Revenue	337m	278m
Net profits	48.63m	41.78m
Net per share	3.97	13.41

COOPER INDUSTRIES

	1979 $	1978 $
Fourth quarter		
Revenue	429.3m	187.9m
Net profits	33.52m	16.12m
Net per share	1.96	1.43
Year		
Revenue	1.39bn	782m
Net profits	111.79m	68.19m
Net per share	7.25	5.98

FEDERAL SIGNAL

	1979 $	1978 $
Fourth quarter		
Revenue	31.1m	21.5m
Net profits	2.02m	1.66m
Net per share	0.62	0.51
Year		
Revenue	120.6m	91m
Net profits	8.24m	6.19m
Net per share	2.52	1.92

IDEAL BASIC INDUSTRIES

	1979 $	1978 $
Fourth quarter		
Revenue	108.6m	100.6m
Net profits	17.37m	13.6m
Net per share	1.30	1.03
Year		
Revenue	435.3m	410m
Net profits	60.9m	54.38m
Net per share	4.57	4.11

NIAGARA MOHAWK POWER

	1979 $	1978 $
Fourth quarter		
Revenue	416.1m	321.8m
Net profits	28m	27m
Net per share	0.31	0.32
Year		
Revenue	1.52bn	1.28bn
Net profits	158.03m	141.16m
Net per share	2.00	1.89

RUBBERMAID

	1979 $	1978 $
Fourth quarter		
Revenue	78.9m	67.3m
Net profits	5.14m	5.4m
Net per share	0.67	0.63
Year		
Revenue	305m	258.3m
Net profits	22.78m	18.98m
Net per share	2.96	2.45

TYLER CORPORATION

	1978 $	1978 $
Fourth quarter		
Revenue	139.1m	99.3m
Net profits	5.24m	5.31m
Net per share	0.53	0.50
Year		
Revenue	513.2m	390.9m
Net profits	23.46m	23.05m
Net per share	1.34	2.14

EUROBONDS

SDR issue from Svenska Handelsbanken

BY OUR EUROMARKETS STAFF

SVENSKA Handelsbanken of Sweden is issuing the first non-subordinated international bond ever by a Swedish bank. The bond, to be denominated in Special Drawing Rights, will rank equally with bank deposits but will not involve the bank in currency risk in that proceeds will be directly onlent to bank customers.

The bond is to raise SDR 15m (equivalent last night to $19.7m) for five years at a coupon of 10½ per cent. The bank said yesterday that restrictions on the access of Swedish borrowers to the Swedish capital market explained their willingness to incur the currency risk involved in bororwing SDRs. The Swedish krone is itself linked to a basket of currencies, though this is not the same as the SDR basket.

The last SDR bond seen in the international bond market was issued by Swedish Investment Bank in November 1978. Despite the theoretical attractions of a currency basket, the SDR bond has never really caught on with the broad spectrum of Western investors and it is interesting that it is the Kuwaiti International Investment Company which is lead managing the Svenska Handelsbanken issue.

Prices of dollar-denominated bonds continued to fall yesterday, showing losses of ¼-½ a point on the day with some bond dealers saying there was clear evidence of institutional investors selling paper. The weak start of the day in the New York market only weakened morale later in the day.

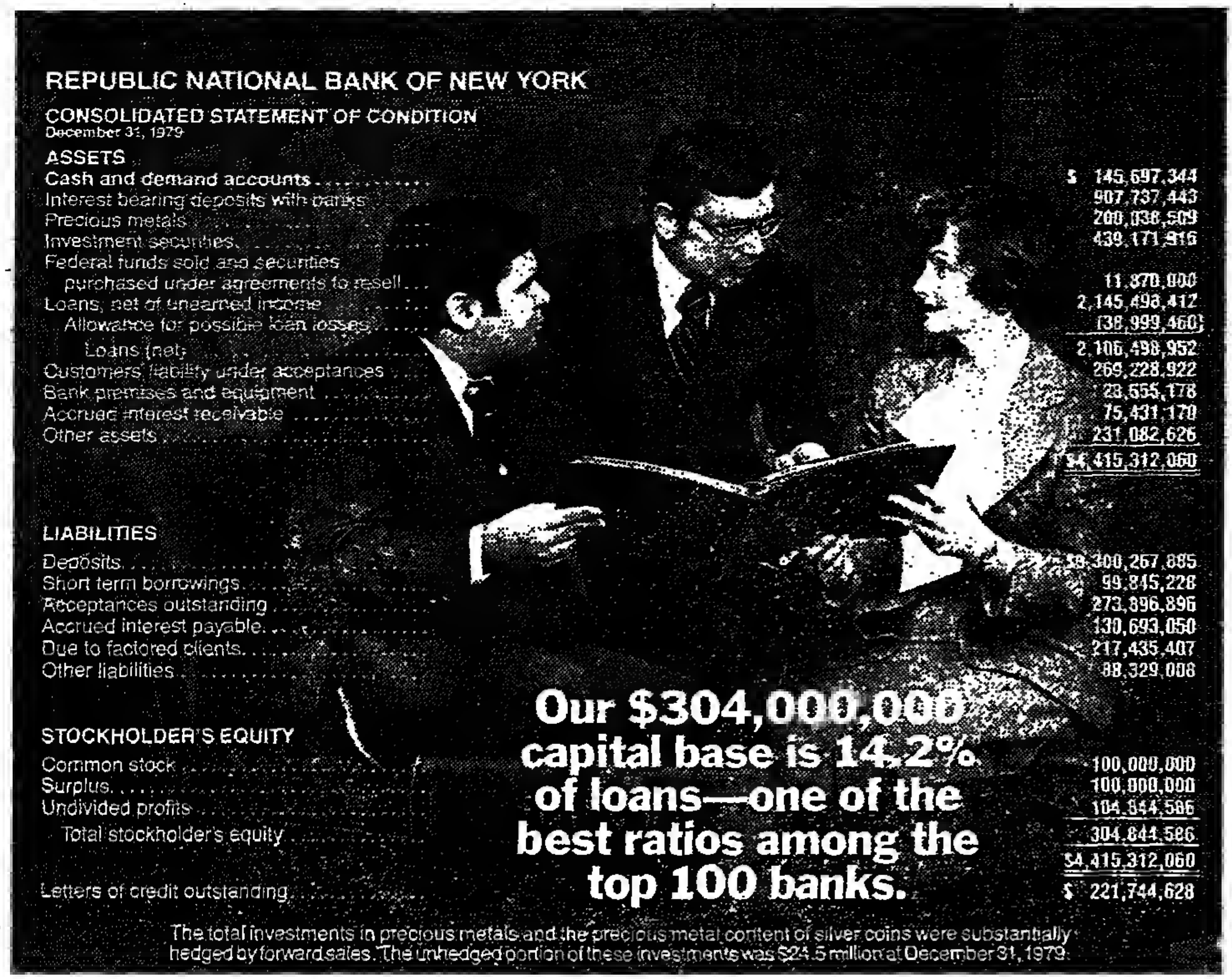
In the sterling sector prices were down by about ⅛ of a point. The recent £50m issue for Citicorp closed at 95-95¼, at which it yields 14.48 per cent.

Thec limate in the Deutsche-Mark sector has been improved by the good reception given to the DM 200m issue for Australia, currently on offer through Deutsche Bank. The 8¼ per cent coupon on this 10-year issue, which some claim is already oversubscribed, is attracting strong investor interest.

Elsewhere, price were essentially unchanged in the DM secondary bond market.

In the Swiss Franc sector, secondary market bond market bond prices shed ⅛ of a point. The next issue expected here is a 10-year SwFr 100m bond for the Japanese Developement Bank which is expected to carry a coupon of 5¾ per cent.

The latest Luxembourg franc offerin gis a LuxFr 500m seven-year issue for Arbed, which carries an indicated coupon of 9¾ per cent. Lead manager is Banque Internationale a Luxembourg.



INTNL. COMPANIES and FINANCE

ITALIAN CHEMICALS

Capital injection for Snia

BY PAUL BETTS IN ROME

A MAJOR financial and structural recovery plan has been drawn up for Snia Viscosa, one of Italy's leading synthetic fibres groups in which the Milan-based Montedison chemicals conglomerate holds a majority stake.

The move, which includes a substantial L97bn ($120m) capital increase to be subscribed in part by a consortium of Italian banks, follows a similar L200bn financial recovery programme for Montefibre, Montedison's other main synthetic fibres and textiles subsidiary.

It comes at a time when the general recovery of Italy's troubled synthetic fibres sector is beginning to take concrete shape following rationalisation of fibres operations between the country's main state and private fibres groups.

The Snia Viscosa proposals aim at bringing the company, with an annual turnover of more than L1,000bn, back to profits by the end of next year.

The plan envisages the participation of a banking consortium led by Mediobanca, the Milan-based medium-term special credit institute, in a L97bn capital increase. The banks are expected to subscribe directly up to L40bn of new capital at the same time as underwriting the entire operation.

Moreover, the banks are to convert some L100bn of Snia Viscosa short-term debt into the medium term and renew nearly L50bn of medium-term debts maturing during the next two years. Snia Viscosa also intends to float a L50bn loan next year guaranteed by the company's hydrocarbon and hydroelectric assets.

To raise urgently needed cash, Snia Viscosa is to sell a number of its fixed assets which are not specifically tied to its main industrial activities in fibres, chemicals and defence equipment. At the same time it hopes to exploit more fully natural gas fields it owns in Italy by increasing production to 240m cubic metres of gas by 1981. The overall capacity of its gas fields is put at around 2.8bn cubic metres.

Snia Viscosa further plans to complete its current L260bn investment programme. Of that, L85bn has already been invested, while L156bn is expected to be spent by next year, with an additional L19bn to be invested after 1981.

The programme, which is designed to improve the industrial structure of the group, particularly in the fibres sector, will be partly funded by new long-term debts for L43.3bn.

The company also plans to lay off 4,150 workers as part of its overall recovery strategy.

KHD plans major U.S. sales push

By Hazel Duffy, Industrial Correspondent

AS MUCH AS 40 per cent of the sales of Deutz engines will be in the U.S. by 1985, as against the current 18 per cent, predicts Mr. Peter W. Schutz, executive vice-president of Kloeckner - Humboldt - Deutz, (KHD), the Cologne-based engineering group.

Most of the engines will be supplied from the plant in Richmond, Virginia, which KHD bought from American Motors Corporation in December. Production is scheduled to start this summer. In addition to the assembly facilities, Deutz plans to locate a worldwide purchasing centre at Richmond. The intention is that a high percentage of the components will be purchased in the U.S., eliminating some of the cost problems that have been encountered by Deutz manufacturing in West Germany and exporting to the U.S.

Deutz currently sells 22,000 engines a year in the U.S., representing about 18 per cent of worldwide sales after deducting sales to the Iveco truck group and KHD's agricultural machinery interests. The main thrusts in the U.S. sales drive will be on engines for industrial applications and specialised delivery trucks. The engines to be assembled at Richmond will be those in the 912 and 913 series, in the 40-160 hp range.

Mr. Schutz said in Cologne recently that the sale by KHD of its 20 per cent stake in Iveco (the holding company for Magirus Deutz and Fiat trucks) enables Deutz to be an independent supplier of diesel engines. The amount of cash raised by the sale has not been disclosed, but Mr. Schutz says that it will enable KHD to expand its engine activities, possibly through the acquisition of another diesel engine manufacturer.

Deutz is a major producer of air-cooled diesel engines. The engines have certain advantages over the more widely-used water-cooled engines, being lighter in weight, and, claims Deutz, more durable and reliable. They also tend to be more expensive. But Deutz believes there is a fast-growing market for such engines in the U.S., where fuel price increases are prompting a growing swing to diesel motors.

In Europe, Deutz has identified the UK as the biggest market for diesel engines. The company's market share in the UK is only 4 per cent at present, but it believes that it can increase this substantially as a result of a greater marketing presence. If sales increase in line with target, Deutz will consider assembling engines in the UK.

Other recent developments undertaken by Deutz include:

(a) a development study with Ford in Britain on the feasibility of the dieselisation of a car engine. A decision on the future of the study will be taken in two months.

(b) a development programme with the Canadian Government-sponsored Enterprise Development Board for the production of an eight cylinder 160 h.p. lightweight truck engine. The joint programme has cost C$40m over the past six years, and 30 prototypes have been built. A decision on whether to go into production in Canada will be made this year.

Andelsbanken profits dip

By Hilary Barnes in Copenhagen

ANDELSBANKEN, the fourth largest Danish commercial bank, reports net profits down from DKr 115m to DKr 108m ($19.8m) for 1979 and pre-tax profits from DKr 179m to DKr 165m.

Operating profits fell from DKr 119m to DKr 60m, but the adjustment for security values rose from DKr 56m to DKr 105m. An unchanged 12 per cent dividend is planned.

Despite the poor economic outlook for 1980, the bank expects more or less unchanged results this year.

Bank of Spain acts under new powers

BY OUR MADRID CORRESPONDENT

BANK OF SPAIN has used special powers to intervene in the running of a small commercial bank, Banco de Asturias. It has temporarily suspended the Board.

This is the first time that the Bank of Spain has used in this way powers conferred two years ago under legislation designed to give it greater control over the banking system. Bank of Spain said that the decision did not reflect on the financial structure of the bank whose capital and reserves total Pta 1.1bn ($16m).

Officials said that the decision was related to the role of four Board members who represented the financial group, Cafasa. The four are the ones affected by the suspension: the position of the bank's president, Sr. Prudencio Fernandez y Fernandez Pello, is unaffected.

Cafasa bought 75 per cent of the bank in 1977 from the Banca Catalana group, for around Pts 4bn ($60m). Subsequently, Bank of Spain inspectors are understood to have warned the new Board of the bank against using bank funds to cover the purchase price. Failure to observe these warnings apparently led to the present action.

Under the powers given to it in 1978, the Bank of Spain can wind up a bank's activities or intervene directly to replace Board members or to suspend a Board. When the Banco de Navarra collapsed in early 1978 the bank used these powers to change the Board and force a winding-up of the bank.

Zanussi in Spanish appliance takeover

By Robert Graham in Madrid

ZANUSSI of Italy has taken control of the Spanish domestic appliance company, Ibelsa, by raising its stake from 50 per cent to 75 per cent. Ibelsa has a turnover of Pts 7.7bn ($115m).

The move underlines the growing tendency for Spanish companies to cede control to multinationals in order to ensure long-term viability. Control of Ibelsa has changed hands through a capital increase, with Zanussi's existing Spanish partner, the Fierro group, waiving its rights to subscribe. Ibelsa's capital has been increased from Pts 975m to Pts 1.9bn ($28m).

The Fierro family, which over the past two years has been divesting some of its industrial portfolio, including its share in Renault, has agreed for the moment to retain 25 per cent in Ibelsa. The move has been prompted by three main reasons connected with the company's long-term viability: the domestic market in Spain is suffering from oversupply; export outlets are difficult to exploit because of high production costs in Spain, protection in foreign markets and latterly the high value of the peseta; and, thirdly, Spanish capital is unwilling to risk further commitment.

Ibelsa production is centred on two plants near Madrid and at Logrono in the North, with a total workforce of 2,800. The Madrid plant is essentially geared to produce washing machines, while Logrono's main line is refrigerators.

Petrofina upsurge

Net income at Petrofina rose from BFr 6.04bn to BFr 8.3bn ($294m) in 1979 after BFr 12.3bn of special debits, of which BFr 6.9bn arose through a switch to LIFO accounting. The slowdown in the rate of profits growth during the second half of the year suggested in Friday's editions was thus misleading.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month.

Closing prices on February 4

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Alcoa of Australia 10 89	60	85⅛	85⅝	−0⅛	−1⅜	12.73
Alex Nowden XW 9½ 91	30	74	76	−1	−1⅞	14.00
Aquitaine Can. 11⅛ 85	30	93⅛	93⅝	−0⅛	−0⅛	13.11
Australian Res. 9⅝ 84...	30	88⅝	89¼	−0⅜	−0⅞	12.96
Avco O/S Cap. 10⅛ 87	40	79⅝	80⅛	+1⅛	+0⅞	14.93
Beneficial Fin. 9⅜ 87 ...	100	85⅞	86⅛	−0⅛	−0⅜	12.74
CECA Grad. Rate 12 86	100	93¾	94¼	−0⅛	−1⅛	13.37
CECA 11⅛ 90	50	92⅞	93⅛	—	—	12.95
CECA 9¾ 89	125	†78½	79½	+1	—	13.08
Canadian Pacific 9¾ 89	50	84⅞	85⅜	−0½	−1	12.58
Carter Hawley 9⅜ 86 ...	50	85½	86	−0⅜	−0⅛	13.14
Comalco Inv. E. 10⅛ 91	40	85⅛	85⅜	−1⅛	−2	12.72
Continental Grp. 9⅜ 86	100	85⅝	86⅛	0	−1⅛	12.94
Dome Petroleum 10 94	50	82⅛	82⅝	−0⅛	−0⅛	12.89
Dominion Bridge 10⅛ 84	30	90⅛	90⅝	−0⅛	−0½	13.20
EIB 11⅛ 92	80	89⅝	90⅛	−0⅛	−0⅛	13.47
EIB 10⅝ 87	100	88⅛	89⅛	−0⅛	−0⅛	12.98
EIB 10.15 99	100	†81⅞	82⅛	−0⅛	0	13.05
Exportfin 11⅛ 87	50	92⅞	93⅜	−0⅜	−0⅛	12.79
Export Dv. Cpn. 9¾ 84	100	90⅛	90⅝	0	+0⅛	12.39
Export Dv. Cpn. 9¾ 84	150	90⅞	91⅛	−0⅛	−0⅛	12.36
Finland 9⅜ 89	100	†83⅜	84⅛	−0⅛	−0⅛	12.96
GTE Finance 9⅜ 89 ...	55	85⅛	85⅝	−0⅛	−1⅛	12.45
GMAC 9⅜ 86	100	85⅜	86⅛	−0⅛	−0⅜	12.57
GMAC O/S Fin. 11 84	100	94½	95	−0⅛	−0½	12.48
Gould Int. Fin. 9⅜ 85...	50	88⅛	88⅝	0	−0⅛	12.97
ITT Antilles 9½ 89	75	89	83½	−0⅛	−0⅞	12.66
Kennecott Int. 9½ 86...	100	84	84⅛	+0⅛	−0⅛	13.33
Manitoba 9⅜ 89	75	82⅛	82⅝	−0⅛	−0⅜	12.86
Michelin 10 94	125	82⅞	83⅛	−1½	−1⅜	12.58
Nat. Des. Telecm. 9½ 86	100	87⅛	87⅝	0	−0⅛	12.46
New Brunswick 9⅜ 94	75	80⅛	80⅝	−0⅛	−0⅛	12.78
Newfoundland 10 94 ...	50	82⅛	82⅝	−0⅛	−0⅞	12.72
Norges Komm. 8⅞ 99...	100	*81⅛	81⅛	0	−0⅛	12.81
Norway 9½ 84	150	90⅛	90⅜	−0⅛	−0⅛	12.49
Nova Scotia Pwr. 9⅜ 89	50	83	83½	−0½	−0⅛	12.93
Occidental Fin. 10⅛ 84	50	†91	91½	−0⅞	−1⅛	12.98
Orient Leasing 9½ 86 ..	25	†85⅜	86⅜	−0⅜	−1⅛	12.80
Pennwalt O/S F. 9⅜ 84	25	89⅝	90⅛	−0⅛	−0⅛	12.87
Pepsico Cap. 9⅛ 94 ...	100	90⅛	90⅞	−0⅛	−0⅛	12.30
Quebec Hydro 10 99 ...	75	78⅛	78⅝	−1⅛	−2	13.08
Sears Roebuck 9 82 ...	150	83⅛	93⅜	−0⅛	0	12.90
Statoil 9⅜ 89	100	83⅜	83⅞	−0⅛	−1⅛	12.66
Sweden 9⅜ 89	100	83⅜	84⅜	−0⅛	−1⅛	12.78
Sweden 9⅛ 86	200	†87	88	−0⅜	−1½	12.83
Sweden 9⅜ 84	100	90⅝	91⅛	−0⅛	−0½	12.46
Unilever NV 9⅜ 87	100	85	85½	−0⅛	−0⅞	12.37
Warner-Lambert 9 94 ...	100	88⅞	89¼	−0⅛	−1⅛	12.34

Average price changes... On day −0⅛ on week −0⅛

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
African Dev. Bk. 8 87 ...	100	97⅝	98½	+0⅛	+0⅛	8.33
Asian Dev. Bk. 7⅛ 89...	100	92	92⅜	0	−0⅛	8.44
Barclays O'seas 6⅝ 89	100	90⅝	91⅛	+0⅛	+0⅛	8.17
BFCE 7⅜ 87	100	99	99½	—	—	7.89
BFCE 8⅛ 95	100	97⅛	97⅝	—	—	8.41
Brazil 8 87	150	†93⅜	94⅝	+0⅛	−1	8.17
CECA 7 91	150	91⅛	92	−0⅛	−1⅛	8.18
Council of Eur. 7⅛ 89...	100	94½	94⅞	0	−0⅛	8.11
Denmark 7⅞ 98	100	87⅛	98¼	—	—	8.34
Denmark 8⅜ 92	100	98⅜	99	—	—	8.44
EEC 7⅞ 94	225	97	97⅜	+0⅛	−0⅛	8.18
EIB 7½ 89	200	94⅜	94⅞	−0⅛	−2⅛	8.34
Finland, Rep. of 8 89...	150	98⅞	99⅜	+0⅛	0	8.18
Kobe, City of 7½ 89 ...	150	95	95⅜	+0⅛	−1⅜	7.82
Nedor. Gasunie 8 98...	100	102⅜	102⅜	+0⅛	−0⅛	7.53
New Zealand 7½ 87 ...	200	94⅜	95⅜	−0⅛	−1⅛	8.02
Nippon Tel. & T. 5⅜ 87	100	85⅜	86½	+0⅛	−0⅛	8.18
Norges Komm. 7⅜ 91...	150	97½	98⅛	+0⅛	−1⅛	8.03
Norway 6⅝ 94	200	95⅝	95⅞	+0⅛	−0⅛	7.54
Norway 7½ 85	250	98⅜	99½	—	—	7.72
OKB 8 87	40	88	89	0	0	8.23
OKB 7⅜ 89	100	95⅝	96⅛	+0⅛	+0⅛	7.97
World Bank 7⅜ 81	400	95½	96⅛	0	−0½	8.31
World Bank 7⅞ 90	250	96⅜	97⅛	−0⅛	−0⅛	8.36

Average price changes... On day 0 on week −0⅛

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Argentina 5½ 89	80	92	92½	0	−0⅛	6.62
Aumar 5 89	60	91⅛	91⅜	+0⅛	+2⅛	6.21
Australia 3⅝ 89	250	87½	87⅜	−0⅛	−1⅛	5.37
Bergen, City of 4⅜ 91...	40	91⅛	92	0	−2½	5.75
BNDE 5 89	75	82½	83	0	+2	7.91
BMW Overseas 4⅛ 91...	100	91⅜	91⅜	−0⅛	+2⅛	5.24
Caisse Nat. Tele. 4⅜ 89	100	89⅛	89⅜	+0⅛	+0⅛	5.84
Canada 3⅝ 89	300	88⅛	88⅜	0	−1	5.28
Copenhagen 4⅛ 81	00	88	89	−0⅛	−0⅛	5.89
Council of Eur. 5 89 ...	100	91	91⅛	0	−0⅛	6.23
EIB 4½ 91	100	85⅜	85⅞	+0⅛	+1	6.28
EIB 4⅜ 94	100	85½	85¾	+0⅞	+2⅛	5.87
Elec. de France 4⅜ 89...	100	†90½	91	+0⅛	+0½	5.86
GZB 4⅛ 89	100	86⅜	85½	−0⅛	+0⅛	8.30
Hilti 4½ 91	35	92½	93	−1	−1⅞	5.08
Int.-Amer. Dev. 4½ 89	100	89½	90	−0½	+0⅛	6.94
Judend Tele. 5½ 90 ...	50	99⅛	99½	—	—	5.58
Malaysia 5 89	80	86⅜	87⅛	+0⅛	+1⅛	6.89
Nippon Tel. & T. 4⅛ 88	100	88⅝	88⅞	+0⅛	+2½	5.80
Nordic Bank 5 89	45	92½	93⅛	+0⅛	−1⅜	5.98
Norges Komm. 4⅜ 91...	100	86⅛	86⅛	−0⅛	+0⅛	6.03
OKB 3⅝ 81	100	83⅛	83⅞	−0⅛	+2	6.78
OKB 4⅜ 91	100	85½	86	+0⅛	−1⅛	6.11
Oslo, City of 4⅛ 91 ...	100	85⅝	85⅛	0	−0½	6.11
Shikoku El. Pwr. 4⅜ 89	100	94½	95	0	+1⅞	5.47
Spain 4 81	100	86	86½	−0⅛	−0½	5.70
Stewag 4⅜ 91	60	89½	90	−0½	−0⅛	6.01
Voest-Alpine 4⅜ 89......	90	92	92½	−0⅛	+1⅜	5.85
World Bank 4⅜ 89	100	85½	90	−0⅛	+1	5.20
World Bank 4⅜ 89	150	89⅜	90	−0⅛	−0⅛	5.77
World Bank 4⅛ 91	100	90⅛	90	−0⅛	+0⅛	5.77

Average price changes... On day −0⅛ on week +0⅛

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 6.6 83	30	89½	90½	−0⅛	−0⅛	8.91
Australia 6½ 88	20	85½	86½	0	0	9.00
EIB 7⅜ 89	12	97⅛	98⅛	−0⅛	−0⅛	8.09
Finland 5.8 83	10	89⅛	90⅛	−0⅛	−0⅛	8.96
Finland 6.8 88	10	87½	88½	0	+0⅛	8.96

Average price changes... On day −0½ on week −0⅛

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Avco Fin. 10⅛ 86 C$ ...	25	84½	85	−0⅛	−0½	14.18
Bell Canada 10⅜ 86 C$	60	90	90½	−0⅜	+0⅛	12.39
Cr. Foncier 10⅛ 84 C$	30	89	89½	−0⅛	−0⅛	13.02
Ex. Dev. Cpn. 10 84 C$	50	90⅛	90⅝	−0⅜	−0⅛	12.88
Fst. Can. Inv. 10 84 C$	50	88⅞	89⅜	−0⅛	0	13.44
Hudson Bay 10½ 89 C$	60	86	86½	−0⅛	−0⅛	13.14
Quebec 10¼ 86 C$ ...	50	89⅞	89⅝	−0¼	+0⅛	12.86
R. Bk. Canada 10 86 C$	40	89⅛	89⅝	−0⅛	−0⅛	12.51
R. Bk. Canada 10 94 C$	40	83⅛	83⅞	−0⅛	+0⅛	12.50
Copenhagen 8⅜ 91 EUA	20	98⅛	99⅛	0	0	8.86
M. Bk. Dnmk. 9 91 EUA	25	96	97	+0⅛	0	9.59
SOFTE 8⅜ 89 EUA ..	40	87½	88½	−0½	−1⅛	10.32
Algemene Bk. 8⅛ 84 Fl	75	97½	98⅛	+0⅛	+0⅛	8.87
Ned. Gasunie 8⅜ 84 Fl	50	98⅛	98⅜	+0⅛	−0⅛	9.15
Ned. Middbk. 8⅛ 84 Fl	75	96⅞	97⅜	+0⅛	+0⅛	9.10
Norway 8⅛ 84 Fl	100	96⅜	96⅜	+0⅛	+0⅛	9.30
Norway 8⅛ 84 Fl	100	96	96½	+0⅛	0	9.25
Philips Lamps 8⅛ 84 Fl	75	97⅛	97⅜	+0½	+0½	9.06
Air France 11 84 FFr ...	120	96⅞	97⅛	0	−0⅛	11.73
Euratom 9⅜ 87 FFr	150	85½	86⅛	+0⅛	−0⅛	12.75
Finland 11 84 FFr	80	95⅛	96⅛	0	+0⅛	12.24
Finland 11½ 89 FFr	70	94⅛	95⅛	0	+0⅛	12.46
Gaz de France 11 84 FFr	150	96⅞	97⅞	0	−0⅛	11.72
IBM France 11⅞ 84 FFr	120	96⅛	97⅛	0	−0⅛	12.79
Renault 9⅜ 85 FFr	100	86⅞	87⅞	0	−1⅛	13.11
Saint-Gobain 9⅜ 86 FFr	130	85⅜	86⅛	−0½	−0⅛	13.20
Solvay et Cie 9⅜ 87 FFr	125	83	84	−0⅛	−0⅛	13.44
Total Oil 9⅜ 87 FFr	150	83	84	−0½	+0⅛	13.06
EIB 11½ 91 £	25	85½	86⅜	+0⅜	−1⅛	13.95
Finance for Ind. 13 91 £	15	93⅜	94	−1⅞	−3	14.16
Fin. for Ind. 12⅞ 89 £...	30	91⅛	92	+0⅛	−2⅛	14.12
Gen. Elec. Co. 12½ 89 £	50	92	93	−0⅞	−1⅜	13.89
Indonesia 8⅜ 91 KD ...	7	†92⅞	93⅛	0	0	9.76
Mitsubishi 7½ 84 KD ...	10	†95⅛	95⅛	0	0	8.70
Norges Kom. 7½ 89 KD	12	†93⅛	93⅞	0	0	8.51
Occidental 8⅜ 91 KD ...	7	†90½	90⅝	0	0	9.68
Akzo 9⅜ 87 LuxFr	500	84⅞	95⅞	0	0	10.12
Euratom 8 87 LuxFr ..	500	90⅛	91⅛	0	−0⅛	9.83
Euratom 9⅜ 88 LuxFr ...	500	99⅛	100⅛	0	+0⅛	9.79
Oslo, City of 8 89 LuxFr	500	90½	91½	0	0	9.50
Volvo 9⅜ 87 LuxFr	500	98⅛	99⅜	−0⅛	+0⅛	10.00

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Allied Irish Bk. 5⅜ 87...	0⅛	97⅞	98⅛	2/7	15⅜	15.41
Banco di Roma Int. 6 87	0⅛	99½	100	26/4	15⅜	15.79
Banco Urquijo 6 86	0⅛	97⅝	98⅛	21/3	13⅜	13.67
Bank of Ireland 5⅜ 89...	‡0⅛	97⅛	97⅜	21/2	15.69	16.09
Bank of Tokyo 5⅜ 89 ...	‡0⅛	97⅛	98⅛	25/4	14.56	14.86
Barclays O/S Inv. 5 90	0⅛	97⅛	97⅜	13/6	14⅛	14.62
Bergen Bk. A/S 6 86 ...	‡0⅛	96⅛	87⅛	29/2	14.31	14.77
Bque. Indo Suez 5⅜ 89	0⅛	98⅜	98⅞	11/7	14.69	14.89
Citicorp O/S F. 6 94 ...	‡0⅛	98⅜	99⅛	8/3	14.44	14.60
Citicorp O/S F. 83	§‡0	99⅜	99⅞	23/2	15⅛	15.18
Citicorp O/S F. 84	‡0	98⅝	99⅜	29/2	14⅝	14.70
Co-operative Bk. 6 86...	0⅛	97⅝	98⅛	16/5	15.06	15.20
Creditanstalt 5½ 91	§‡0⅛	98	98½	14/3	14⅞	15.14
CNT 5⅜ 86	§0⅛	99⅛	99⅞	16/4	15.19	15.24
GZB 5½ 89	‡0⅛	89⅛	98⅞	1/2	16.19	16.41
Jugobanka 6 89	0½	91⅛	92	23/5	16	17.46
Ind. Bank Japan 5⅜ 87	0⅛	97⅜	87⅛	15/4	14⅛	14.60
LTCB Japan 5⅜ 86	0⅛	97⅜	97⅞	13/6	14⅛	14.60
LTCB Japan 5½ 89	0⅛	97⅜	97⅝	7/6	14.19	14.57
Mfrs. Han. O/S 5⅜ 94...	‡0⅛	98⅛	98⅞	29/2	13.81	14.01
Midland Intl. Fin. 5 89	0⅛	99½	100	20/6	15	15.04
Nacional Fin. 6⅛ 89 ...	0⅛	97⅜	98⅛	25/7	14.69	15.01
Nat. West. 5⅜ 94	§0⅛	97⅛	98⅛	11/4	14.94	15.24
Nippon Cred. Bk. 6½ 86	0⅛	97⅛	97⅜	12/7	14.44	14.81
Royal Bk. Scot. 5⅜ 84...	§‡0⅛	98⅜	98⅞	11/4	14⅛	14.83
Soc. G. de Bque. 6⅛ 87	0⅛	96⅜	86⅞	3/4	13⅛	13.71
Sogenal 5⅜ 89	§0⅛	96⅝	97⅛	13/7	14.44	14.90
Sweden 8⅛ 91	‡0⅛	†97⅛	97⅜	18/4	14.44	14.81
TVO Pwr. 9 91 (D-lock)	0⅛	97½	98	24/5	15.31	15.67
Williams & Glyn 5⅜ 91	0⅛	97⅛	97⅜	14/3	13	13.35
Bq. E. d'Alg. 4⅜ 89 SF	0⅛	93	93½	18/6	6.69	7.17

Average price changes... On day 0 on week 0

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
AGA Akt'bolag 7⅜ 89...	10/79	145	105⅛	106⅛	+0⅛	−7.62
Ajinomoto 7⅛ 95	2/80	618	97⅜	98⅛	—	4.37
Alco Int. Fin. 9½ 94 ...	1/80	40	96	97½	+0⅛	13.82
Asahi Optical 7 94	11/79	606	90⅛	91⅜	−1⅛	8.91
Canon 6⅜ 94	8/79	570	103⅛	104⅛	+1	2.68
Ciba-Geigy O/S F. 4 94	5/79	675	†86	87	−1½	−1.35
Credit Suisse 4⅜ 83 ...	10/79	1325	108⅜	110⅛	−1⅛	−1.13
Daiei Inc. 6½ 94	11/79	1020	95⅜	96⅛	−0⅛	8.26
Enserch Fin. 9½ 94	7/80	30.25	110	111	—	7.49
LPC Internatnl. 8 89 ...	9/79	36	109	110½	+1	5.45
Meidensha Elec. 7 94...	12/79	210	†92⅞	93½	−1⅛	22.54
Mitsubishi Cp. 6½ 94...	10/79	804	124⅜	126⅛	−0⅛	12.50
Nippon Seiko 7⅛ 84 ...	12/79	339	97	98	+3½	−0.37
Nitto Elec. Ind. 6 94 ...	7/79	735	80	81	−0⅛	11.73
Toshiba Cpn. 7⅛ 94 ...	10/79	198	98⅜	99⅜	−0⅛	4.07
Union Bk. Switz. 5 89...	2/80	125	107	108½	−3½	1.65
Fujitsu 5 94 DM	7/79	475	97⅛	98⅛	+0⅛	19.62
Kansai Elec. 4 84 DM...	4/79	1234	84½	86½	+0⅛	50.11
Tokyu Ld. Cp. 4 86 DM	4/79	489	78½	79½	+0⅛	38.72
Uny Co. 6⅛ 93 DM ...	11/79	1071	94⅛	95⅛	−0⅛	11.11

* No information available—previous day's price.

† Only one market maker supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week = Change over price a week earlier.

Floating Rate Notes: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte = Date next coupon becomes effective. Spread = Margin above six-month offered rate (‡ three-month; § above mean rate) for U.S. dollars. C.cpn = The current coupon. C.yld = The current yield.

Convertible Bonds: Denominated in dollars unless otherwise indicated. Chg. day = Change on day. Cnv. date = First date for conversion into shares. Cnv. price = Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem = Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

Data supplied by Inter-Bond Services (a subsidiary of dataSTREAM International).

هكذا من الاصل

INTERNATIONAL COMPANIES and FINANCE

Japan to clarify dollar loan policy

By Richard C. Hanson in Tokyo

THE JAPANESE Ministry of Finance is expected in the near future to make clear its timetable and conditions for ending a ban on commercial bank participation in dollar denominated international syndicated loans, imposed in October.

There is some expectation among commercial banks that the authorities might ease up on the restrictions earlier than previously *thought*, perhaps this month. Lending, even if the MOF gives the go-ahead, will resume only in stages.

The authorities are working on a complicated system of setting quarterly limits under which the banks will be able to resume dollar lending, taking into consideration past *performance, assets and other* considerations particular to each bank.

A lifting of curbs on yen lending overseas still appears to be a more distant prospect, given the heavy balance of payments deficits Japan is now faced with.

Sumitomo rights issue

TOKYO — Sumitomo Corporation is to increase its capital to Y24.78bn (US$103m) *from the present* Y15.69bn in June.

The company said that a rights issue will be offered to shareholders as of March 30 on a one-for-two basis at par of Y50 with payment required by the end of June. It will also issue a total of 25m capital shares for public subscription at a market *price to be fixed later*.

The company plans to make one-for-20 bonus share issue at the end of March, 1981.

Reuter

CBC lifts earnings and dividend at six months

BY JAMES FORTH IN SYDNEY

THE COMMERCIAL Banking Company of Sydney raised its earnings by 44 per cent, from A$11.5m to A$16.5m (US$18.3m) in the half-year to December. The directors expect to match the first-half performance in the second-half, indicating that earnings will rise by A$8m for the year, to A$33m.

The interim dividend has been raised from 7.5 cents a share to 9 cents, suggesting an annual rate of at least 18 cents. Last year the dividend was raised from 13 cents to 16 cents, following a solid recovery in *profits, from A$7.7m to A$25.2m.*

Group income in the latest half rose from A$204m to A$224m. The directors said that the increased profit came largely from a further improvement in the fortunes of the *trading bank. A higher per*centage of funds in non-interest bearing deposits, a lift in profit margins and the generally healthy state of the banking industry were factors in the improvement.

The 70 per cent owned finance *company*, Commercial and General Acceptance boosted its earnings from A$740,000 to A$1.85m. The CBC's share was A$1.44m. The CBC directors cautioned that increasing cost pressures would make the cur*rent half more difficult*. The contraction of the money supply was likely to put upward pressure on interest rates.

Highveld Steel maintains growth

BY JIM JONES IN JOHANNESBURG

HIGHVELD STEEL and Vanadium Corporation, the South African producer of steel and vanadium products, maintained its solid growth trend in the six months to end-December. Pre*tax profits rose by 74.1 per cent* to R33.1m ($40.5m), from R19m in the same period in the previous year. Turnover was up 28.8 per cent to R155.7m ($190.3m), from R120.9m.

Production of all products was higher across the board, though export sales came under some pressure towards the end of the period. For the whole of *1978-79, pre-tax profits were* R43.4m, on turnover of R268.4m.

With the vanadium products division returned to full capacity and *near-capacity* operations at the steel plant, margins have improved substantially. Steel production *capacity is steadily increasing*. A ninth pre-reduction kiln is scheduled to come on stream during the second half of the 1980 calendar year, and a tenth kiln is to be commissioned before the end of 1981. These developments *are planned* to raise steel making capacity to an annual 900,000 tonnes, compared with the 752,000 tonnes *produced* in 1978-79.

The board reports that ferro-alloy export prices advanced strongly during 1979 but warns that recent declines in overseas *steel production* have started to affect ferro-alloy demand and prices adversely. However, the board is satisfied that domestic demand for rolled steel products will help offset less buoyant exports, and that the group will at least maintain first-half profits in the current half.

The interim dividend has been increased by 3 cents to 9 cents. Earnings a share in the half were 29.6 cents, against 18.4 cents. On earnings of 40 *cents for the year to June 30*, 1979, dividends totalling 20 cents were paid.

Sharp rise in Perlis Plantation profits

BY WONG SULONG IN KUALA LUMPUR

PERLIS PLANTATION, the Malaysian sugar group, has recorded a 38 per cent rise in earnings with after-tax profit reaching 19.5m ringgit (U.S.$8.9m) for the year ended September. It is paying a final dividend of 12.5 per cent, bringing the total dividend to 32.5 per cent for the year, compared with 27.5 per cent previously.

As in previous years, its wholly owned subsidiary, *Malaysian Sugar Manufacturing*, the refining plant subsidiary, contributed the bulk of the profits, although the parent company also increased earnings through a higher sugar crop, resulting from good weather.

The 49 per cent owned associate, Rasa Sayang Hotel, on *Penang Island*, is said to be doing well, with a high occupancy rate. A new hotel, the 315-room Golden Sands, was recently completed by the group near the Rasa Sayang.

Last year, Perlis Plantations diversified further, away from sugar, by taking over Mineral Securities through a cash and share deal. Apart from being *involved* in real estate, and rubber growing, Mineral Securities holds 47 per cent of the highly profitable Rahman Hydraulic Tins.

* * *

EARNINGS of South Pacific Textile, one of the larger textile companies on the Kuala Lumpur exchange, for the year ended September rose sharply, to 4.15m ringgit (*U.S.$1.9m*) compared with 1.07m ringgit in 1977-78. After-tax earnings were 3.8m ringgit, compared with 1.6m.

Sales increased marginally, by 1.3m ringgit to 33m ringgit (U.S.$15.1m).

South Pacific is paying a dividend comprising 5 per cent tax exempted and 5 per cent less tax, compared with the previous taxable dividend of 3.8 per cent.

* * *

All remaining debenture stock in Kuala Lumpur Kepong (KLK), amounting to 3.1m shares of one ringgit each will be redeemed at par on April 25. The debentures were among 24m units issued by KLK in 1975 to finance part *of the costs of developing 22,000* acres of palm oil estates in Johore state. They carry a 10.5 per cent interest rate, and were due to expire in 1981.

China Engineers

China Engineers (Holdings), the Sime Darby group's wholly-owned Hong Kong subsidiary, proposes to change its name to Sime Darby Hong Kong following Sime Darby's acquisition of the remaining minority shares in the company last October.

Funding for Westfield Property Trust

By Our Sydney Correspondent

WESTFIELD PROPERTY Trust, a recent spin-off from the Westfield property development group, plans to raise A$14.3m (equivalent to US$15.8m) through a rights issue of one new unit for every seven held. The issue price will be A$1.00 a unit, compared with recent sales at A$1.05.

The trust earned net income of A$4.6m (US$5.1m) in the half-year to December. The directors have announced an interim payout of 4.6 cents, and expect a final of 4.75 cents, making a total of 9.35 cents. The property trust was formed in mid-1979 with a forecast of a 9 cents annual payout to unitholders, but this has now been twice revised.

Westfield Ltd's reorganisation last year involved the injection of a number of properties into the trust and the formation of a holding company to manage the *properties*. For the first six months of 1979-80, Westfield Property Trust's gross revenue was A$6.7m (US$7.4m). Net assets amounted to A$1.01 per unit.

Ampol to raise A$30m

By Our Sydney Correspondent

AMPOL PETROLEUM is seeking to raise up to A$30m (U.S.$33.2m) through an issue of convertible notes to existing shareholders. The directors said the funds would go towards future development and expansion and to provide working capital.

The notes will be offered on a one-for-ten basis at an issue price of A$1.30. The notes mature on March 31, 1990 and carry an interest rate of 11.25 per cent. They are convertible on a one-for-one basis at periodic intervals up to September 30, 1989.

Toyota accepts CSR offer

SYDNEY — Toyota Motor Company has accepted the offer by CSR in respect of its 7.5 per cent stake in Thiess Holdings.

CSR offered five of its shares plus A$5.40 for every four of Thiess's 64.59m issued shares. *The acquisition* takes CSR's holding in Thiess to 53.5 per cent.

Reuter

CURRENCIES, MONEY and GOLD

WORLD VALUE OF THE POUND

The table below gives the latest available rates of exchange for the pound against various currencies on February 4, 1980. In some cases rates are nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates have been calculated from those of foreign currencies to which they are tied.

Exchange to the UK and most of the countries listed is officially controlled and the rates shown should not be taken as being applicable to any particular transaction without reference to an authorised dealer.

Abbreviations: (A) approximate rate, no direct quotation available; (F) free rate; (P) based on U.S. dollar parities and going sterling/dollar rates; (S) member of the sterling area other than Scheduled Territories; (T) tourist rate; (Bas) basic rate; (bg) buying rate; (Bk) bankers' rate; (cm) commercial rate; (cn) convertible rate; (fn) financial rate; (exC) exchange certificate rate; (k) Scheduled Territory; (nc) non-commercial rate; (nom) nominal; (o) official rate; (sg) selling rate.

PLACE AND LOCAL UNIT		VALUE OF £ STERLING
Afghanistan	Afghani	94.00
Albania	Lek	10.20
Algeria	Dinar	8.7360
Andorra	French Franc Spanish Peseta	9.3325 151.10
Angola	Kwanza	62.686
Antigua (S)	E. Caribbean $	6.16
Argentina	Ar. Peso Free Rate	3,785
Australia (S)	Australian $	2.0620
Austria	Schilling	28.625
Azores	Portug. Escudo	114.875
Bahamas (S)	Ba. Dollar	2.2855
Bahrain (S)	Dinar	0.859
Balearic Isles	Spa. Peseta	151.10
Bangladesh (S)	Taka	34.52
Barbados (S)	Babados $††	4.5710
Belgium	B. Franc	(cm) 64.75 (fn) 66.15
Belize	B $	4.5716
Benin	C.F.A. Franc	466.625
Bermuda (S)	Bda $	2.2855
Bhutan	Indian Rupee	18.16
Bolivia	Bolivian Peso	56.25
Botswana (S)	Pula	1.7935
Brazil	Cruzeiro ‡‡	99.06
Brit. Virgin Isles (S)	U.S. $	2.2855
Brunei (S)	Brunei $	4.9085
Bulgaria	Lev	1.9176
Burma	Kyat	15.6545
Burundi	Burundi Franc	205.565
Cameroon Republic	C.F.A. Franc	466.625
Canada	Canadian $	2.6480
Canary Islands	Spanish Peseta	151.10
Cape Verde Isle	Cape V. Escudo	83.20
Cayman Islands (S)	Cay. Is. $	1.9045
Cent. Af. Repub.	C.F.A. Franc	466.625
Chad	C.F.A. Franc	466.625
Chile	C. Peso	(Bk) 88.68
China	Renminbi Yuan	3.3970
Colombia	C. Peso	(F) 100.21
Comoro Islands	C.F.A. Franc	466.625
Congo (Brazzaville)	C.F.A. Franc	466.680
Costa Rica	Colon	19.56
Cuba	Cuban Peso	1.5894
Cyprus (S)	Cyprus £	0.786
Czechoslovakia	Koruna	(com) 11.85 n/c 25.56 (T) 17.25
Denmark	Danish Krone	12.47
Djibouti	Fr.	385.0 (sg)
Dominica (S)	E. Caribbean $	6.16
Dominican Repub	Dominican Peso	2.2855
Ecuador	Sucre	(O) 50.53 (F) 62.40
Egypt	Egyptian £	(U) 1.59
Equatorial Guinea	Peseta	151.10
Ethiopia	Ethiopian Birr	(P) 4.6550
Falkland Islands (S)	Falkland Is. £	1.0
Faroe Islands	Danish Krone	12.47
Fiji Islands	Fiji $	1.8030
Finland	Markka	8.445
France	French Franc	9.3325
French Cty in Af*	C.F.A. Franc	466.625
French Guiana	Local Franc	9.3325
French Pacific Is.	C.F.P. Franc	169.80
Gabon	C.F.A. Franc	466.625
Gambia (S)	Dalasi	4.6
Germany (East)	Ostmark	3.9825
Germany (West)	Deutsche Mark	3.9825
Ghana (S)	Cedi	6.25
Gibraltar (S)	Gibraltar £	1.0
Greece	Drachma	88.138*
Greenland	Danish Kroner	12.47
Grenada (S)	E. Caribbean $	6.16
Guadaloupe	Local Franc	9.3325
Guam	U.S. $	2.2855
Guatemala	Quetzal	2.2858
Guinea Republic	Sily	42.86
Guinea Bissau	Peso	76.35
Guyana (S)	Guyanese $	5.8280
Haiti	Gourd	11.40
Honduras Repub.	Lempira	4.5200
Hong Kong (S)	H.K. $	11.0150
Hungary	Forint	(com) 75.71 (T)(nc) 46.06
Iceland (S)	I. Krona	906.0
India (S)	Ind. Rupee	18.13
Indonesia	Rupiah	1,428.46
Iran	Rial	n/a
Iraq	Iraq Dinar	0.6702
Irish Republic (k)	Irish £	1.0757
Israel	Israel £	84.87
Italy	Lira	1,847.0
Ivory Coast	C.F.A. Franc	466.625
Jamaica (S)	Jamaica Dollar	4.0760
Japan	Yen	549.0
Jordan (S)	Jordan Dinar	0.664 (sg)
Kampuchea	Riel	3,742.6
Kenya (S)	Kenya Shilling	16.82
Kiribati	Australian $	2.0620
Korea (Nth)	Won	1.872 (n)
Korea (Sth)	Won	1,310.55
Kuwait (S)	Kuwait Dinar	0.612
Laos	Kip Pot Po	914.20
Lebanon	Lebanese £	7.5060
Lesotho	S. African Rand	1.87026
Liberia	Liberian $	2.2856
Libya	Libyan Dinar	0.6750
Liechtenstein	Swiss Franc	3.73
Luxembourg	Lux Franc	64.75
Macao	Pataca	18.16
Madeira	Portug'se Escudo	114.875
Malagasy Republic	MG Franc	466.625
Malawi (S)	Kwacha	1.82
Malaysia (S)	Ringgit	4.9515
Maldive Islands (S)	Mal Rupee	8.9890
Mali Republic	Mali Franc	933.25
Malta (S)	Maltese £	0.782
Martinique	Local Franc	9.3595
Mauritania	Ouguiya	102.80
Mauritius (S)	M. Rupee	17.56
Mexico	Mexican Peso	51.88
Miquelon	C.F.A. Franc	466.625
Monaco	French Franc	9.3686
Mongolia	Tugrik	(o) 6.2590 (II)
Montserrat	E. Caribbean $	6.16
Morocco	Dirham	8.46 (sg)
Mozambique	Moz. Escudo	69.70
Nauru	Australian Dollar	2.0620
Nepal	Nepalese Rupee	27.40
Netherlands	Guilder	4.405
Netherland Antilles	Antillian Guilder	4.0916
New Hebrides	Franc. Aust. Dollar	149.95 2.0626
New Zealand (S)	N. Z. Dollar	2.3185
Nicaragua	Cordoba	22.76
Niger Republic	C. F. A. Franc	466.625
Nigeria (S)	Naira	1.230122 (sg)
Norway	Norway Krone	11.1786
Oman Sultanate of (S)	Rial Omani	0.785
Pakistan	Pakistan Rupee	22.40
Panama	Balboa	2.2856
Papua N. Guinea (S)	Kina	1.0670
Paraguay	Guarani	288.61
Peoples D. Repub. of Yemen (S)	S. Yemen Dinar	(A) 0.7805
Peru	Sol	exc(A) 578.20
Philippines	Philippine Peso	16.54
Pitcairn Islands (S)	£ Sterling New Zealand $	— 2.5186
Poland	Zloty	(Cm) 36.00 (T) 66.00
Portugal	Portugu'se Escudo	114.875
Port Timor	Timor Escudo	114.875
Puerto Rico	U.S. $	2.2855
Qatar (S)	Qatar Ryal	8.35
Reunion Ile de la	French Franc	9.3325
Rhodesia	Rhodesian $	1.5250
Romania	Leu	(Cm) 10.05 (c/c) T26.95
Rwanda	Rwanda Franc	212.44
St. Christopher (S)	E. Caribbean $	6.16
St. Helena	St. Helena £	1.0
St. Lucia	E. Caribbean $	6.16
St. Pierre	C.F.A. Franc	466.625
St. Vincent (S)	E. Caribbean $	6.16
Salvador El	Colon	5.69
Samoa American	U.S. $	2.2855
San Marino	Italian Lire	1,847.0
Sao To'e & Principe	Dobra	72.88
Saudi Arabia	Ryal	7.64
Senegal	C.F.A. Franc	466.625
Seychelles	S. Rupee	15.45
Sierre Leone (S)	Leone	2.3675
Singapore (S)	Singapore $	4.9095
Solomon Islands (S)	Solomon Is. $	1.9455
Somali Republic	Somali Shilling	(A) 15.75
South Africa (S)	Rand	1.87025
South West African Territories (S)	S. A. Rand	1.87025
Spain	Peseta	151.10
Spanish ports in North Africa	Peseta	151.10
Sri Lanka (S)	S. L. Rupee	34.79
Sudan Republic	Sudan £ ◆	n/a
Surinam	S. Guilder	4.0910
Swaziland (S)	Lilangeni	1.87025
Sweden	S. Krona	9.5275
Switzerland	Swiss Franc	3.75
Syria	Syria £	(A) 8.9735
Taiwan	New Taiwan	(P) 82.25
Tanzania (S)	Tan. Shilling	18.60
Thailand	Baht	46.16
Togo Republic	C.F.A. Franc	466.625
Tonga Islands (S)	Pa'anga	2.0620
Trinidad (S)	Trinidad & Tob. $	5.4850
Tunisia	Tunisian Dinar	0.888 (SG)
Turkey	Turkish Lira	159.50
Turks & Caicos	U.S. $	2.2855
Tuvalu	Australian $	2.0620
Uganda (S)	Uganda Shilling	16.59
United States	U.S. Dollar	2.2855
Uruguay	Uruguay Peso	(cm) 18.27 (fn) 19.30
Utd. Arab Emirates	U.A.E. Dirham	8.50
U.S.S.R.	Rouble	1.4490
Upper Volta	C.F.A. Franc	466.625
Vatican	Italian Lira	1,847.0
Venezuela	Bolivar	9.76
Vietnam	Dong	(D) 4.2825 (T) 4.60 (:)
Virgin Islands U.S.	U.S. Dollar	2.2855
Western Samoa (S)	Samoan Tala	2.0825
Yemen	Ryal	10.29 (SG)
Yugoslavia	New Y Dinar	45.3845
Zaire Republic	Zaire	4.608238
Zambia	Kwacha	1.77

*That part of the French community in Africa formerly French West Africa or French Equatorial Africa. † Rupees per pound. ‡ General rates of oil and iron exports 96.00. ** Rate is the transfer market (controlled). †† Rate is now based on 2 Barbados $ to the dollar. ‡‡ Now one official rate. (U) Unified rate Applicable on all transactions except countries having a bilateral agreement with Egypt, and so are not members of IMF. (:) Based on gross rates against Russian rouble. ◆ Incentive rate. * Indication only.

Sterling firm

STERLING improved against most currencies in generally quiet and featureless trading yesterday, while the dollar weakened, after a firmer start, to finish near its worst level of the day. The pound continued to gain strength from Britain's North Sea oil, and to a lesser extent from the attraction of high UK interest rates. On Bank of England figures, the pound's trade weighted index rose to 72.3 from 72.0, having dipped slightly to 72.1 at noon from a morning calculation of 72.2. Against the dollar it opened at $2.2735-2.2745 and briefly touched a low of $2.2695 before recovering to around $2.2725 by noon. Later in the afternoon, as the dollar's decline accelerated, sterling touched $2.2870, and closed at $2.2850-2.2860, a rise of 1.15c from Friday.

Having traded within a fairly narrow range during the morning and part of the afternoon, the dollar started to lose ground after the entry of New York into the market, and the Federal Reserve Bank may have given some small support. Against the D-mark it fell to DM 1.7415 from DM 1.7435, having touched DM 1.7490, and SwFr 1.6310 from SwFr 1.6330 in terms of the Swiss franc. The Japanese yen also showed a small improvement with the dollar easing to Y240.25 from Y240.40. On Bank of England figures the dollar's index was unchanged at 85.2.

D-MARK — Very strong, but remaining steady within the European Monetary System recently—In the absence of any fresh developments in the Middle East, the dollar was firmer against the D-mark at DM 1.7459 compared with DM 1.7449. Against other currencies the D-mark was weaker overall. Sterling rose at the fixing to DM 3.97 from DM 3.9610, and the Italian lira was stronger at DM 2.158 from DM 2.157 per L1,000. On the other hand the French franc eased to DM 42.68 per FFr 100 from DM 42.695, and the guilder was weaker at DM 90.47 per Fl 100 against DM 90.56.

ITALIAN LIRA — In heavy demand following tight domestic money conditions, and vieing with French franc at top of EMS—The lira continued to improve in terms of other EMS currencies, underpinned by the Italian authorities' intention to maintain a tight monetary policy in a bid to control inflation. The Danish krone was marginally firmer at the fixing but all other currencies lost ground. Outside the EMS, the dollar was fixed higher at L809.30 compared with L809.20, while sterling rose to L1,839.60 from L1,837.48.

FRENCH FRANC — Strongest EMS currency since December, but now challenged by Italian lira — the franc was weaker against most currencies at yesterday's fixing, with the D-mark at FFr 2.3432 against FFr 2.3430 and the Italian lira rising to FFr 5.0560 from FFr 5.0525 per L1,000. Sterling rose to FFr 9.3010 from FFr 9.288 and the dollar was higher at FFr 4.0910 against FFr 4.088.

BELGIAN FRANC — Generally weakest member of EMS, but resists devaluation — The franc improved against the French franc and Dutch guilder but lost ground against other currencies.

DANISH KRONE — Basically weak, suffering two devaluations since the EMS began last March — The krone showed marginal gains against its EMS partners and sterling, but lost ground to the U.S. dollar. The latter was fixed at DKr 5.4590 compared with DKr 5.4585 on Friday, while sterling eased to DKr 12.4070 from DKr 12.4080. The D-mark was weaker at DKr 3.1275 against DKr 3.1290 and the Dutch guilder eased to DKr 2.8280 from DKr 2.8350.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU central rates	Currency amounts against ECU February 4	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	39.7897	40.5318	+1.87	+1.47	±1.53
Danish Krone	7.72336	7.79475	+0.92	+0.52	±1.64
German D-Mark	2.48208	2.49586	+0.55	+0.15	±1.125
French Franc	5.84700	5.84713	—	−0.40	±1.3557
Dutch Guilder	2.74362	2.75939	+0.57	+0.17	±1.512
Irish Punt	0.668201	0.675859	+1.15	+0.75	±1.668
Italian Lira	1157.79	1156.78	−0.09	−0.09	±4.08

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

THE POUND SPOT AND FORWARD

Feb. 4	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	2.2695-2.2870	2.2850-2.2860	0.77-0.67c pm	3.78	1.83-1.73 pm	3.11
Canada	2.6270-2.6490	2.6475-2.6485	0.98-0.88c pm	4.22	2.55-2.45 pm	3.78
Nethlnd.	4.37½-4.41½	4.40-4.41	2¼-1¼c pm	6.13	6¾-5¾ pm	5.79
Belgium	64.35-64.85	64.70-64.80	22-12c pm	3.15	56-46 pm	3.09
Denmark	12.38½-12.48	12.46½-12.47½	¼-2¾ore dis	−1.68	4¼-6¾ dis	−1.68
Ireland	1.0735-1.0795	1.0762-1.0782	0.05-0.15p dis	−0.70	0.22-0.32dis	−1.00
W. Ger.	3.96-3.99½	3.97½-3.98½	3⅞-2⅞pf pm	9.42	9¼-8¼ pm	6.60
Portugal	114.20-115.00	114.75-115.00	15c pm-35 dis	−1.04	5-105 dis	−1.91
Spain	150.35-151.20	151.05-151.15	10-60c dis	−2.78	30-130 dis	−2.12
Italy	1,838½-1,848	1,846½-1,847½	1½-3½lire dis	−1.62	11½-13½ dis	−2.71
Norway	11.11-11.18	11.16½-11.17½	6¾-4¾ore pm	6.17	17½-15½ pm	5.91
France	9.29-9.34	9.32½-9.33½	5-4c pm	5.79	11½-10½ pm	4.71
Sweden	9.47½-9.53½	9.52½-9.53½	2¾-¾ore pm	2.20	7¼-6¼ pm	2.62
Japan	545-552	548½-549½	4.60-4.25y pm	9.67	12.20-11.85pm	8.76
Austria	28.43-28.68	28.60-28.65	25-15gro pm	8.38	67-57 pm	8.66
Switz.	3.71-3.74	3.72½-3.73½	4¼-4¼c pm	11.66	11¾-10¾ pm	11.53

Belgian rate is for convertible francs. Financial franc 66.10-66.20. Six-month forward dollar 2.80-2.70c pm. 12-month 4.05-3.95c pm.

THE DOLLAR SPOT AND FORWARD

Feb. 4	Day's Spread	Close	One month	% p.a.	Three months	% p.a.
UK†	2.2695-2.2870	2.2850-2.2860	0.77-0.67c pm	3.78	1.83-1.73 pm	3.11
Ireland†	2.1135-2.1165	2.1160-2.1165	0.85-0.80c pm	4.68	2.25-2.20 pm	4.21
Canada	1.1553-1.1597	1.1553-1.1556	0.07-0.03c pm	0.52	0.19-0.15 pm	0.59
Nethlnd.	1.9269-1.9308	1.9268-1.9278	0.43-0.38c pm	2.48	1.48-1.38 pm	2.97
Belgium	28.31-28.39	28.31-28.33	½c pm-½ dis	—	1 pm-1 dis	—
Denmark	5.4520-5.4565	5.4550-5.4565	2.00-2.50ore dis	−4.96	6.50-7.00dis	−4.95
W. Ger.	1.7400-1.7490	1.7410-1.7420	0.80-0.70pf pm	5.17	2.50-2.40 pm	5.63
Portugal	50.15-50.35	50.15-50.25	13-23c dis	−4.30	40-70 dis	−4.38
Spain	66.15-66.22	66.15-66.18	35-50c dis	−7.71	95-115 dis	−6.35
Italy	808.80-809.55	808.90-809.20	3½-4½lire dis	−5.93	12-13¼ dis	−6.24
Norway	4.8915-4.8955	4.8915-4.8925	1.60-1.10ore pm	3.31	4.15-3.65 pm	3.19
France	4.0815-4.0950	4.0815-4.0835	0.65-0.55c pm	1.76	1.65-1.55 pm	1.67
Sweden	4.1675-4.1710	4.1675-4.1685	0.30-0.40ore dis	−0.86	0.70-0.40dis	−0.29
Japan	239.90-240.70	240.20-240.30	1.30-1.15y pm	6.12	3.50-3.35 pm	5.70
Austria	12.525-12.535	12.528-12.533	5.50-4.90gro pm	5.00	17.75-15.75pm	5.35
Switz	1.6280-1.6390	1.6305-1.6315	1.19-1.12c pm	8.50	3.52-3.45 pm	8.55

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

CURRENCY RATES

Feb. 1	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	17	0.578674	0.629350
U.S. $	12	1.31388	1.45020
Canadian $	14	1.51898	1.65969
Austria Sch.	5¼	16.4605	17.9204
Belgian F	10½	37.2512	40.2247
Danish K	11	7.16782	7.80030
D'Mark	6	2.28269	2.49498
Guilder	9½	2.53185	2.75528
French Fr.	9½	5.37114	5.84294
Lira	15	1063.86	1157.30
Yen	6¼	315.594	343.891
Norwgn. Kr.	9	6.42097	6.99009
Spanish Pts.	8	87.0209	94.7936
Swedish Kr.	10	5.47835	5.96421
Swiss Fr.	1	2.14846	2.35766

CURRENCY MOVEMENTS

Feb. 4	Bank of England Index	Morgan Guaranty changes %
Sterling	72.3	−33.7
U.S. dollar	85.2	−8.7
Canadian dollar	81.5	−16.4
Austrian schilling	157.0	+23.7
Belgian franc	115.2	+13.3
Danish kroner	108.5	−3.4
Deutsche mark	157.8	+46.3
Swiss franc	199.5	+79.1
Guilder	125.7	+19.9
French franc	101.9	−6.7
Lira	55.1	−49.6
Yen	117.5	+16.5

Based on trade weighted changes from Washington agreement December, 1971 (Bank of England Index=100).

OTHER MARKETS

Feb. 4	£	$		£ Note Rates
Argentine Peso	3776-3795	1650-1660	Austria	28.35-28.60
Australia Dollar	2.0606-2.0640	0.9030-0.9035	Belgium	65.50-66.00
Brazil Cruzeiro	99.01-100.01	43.30-43.75	Denmark	12.40-12.47
Finland Markka	8.44-8.45	3.7130-3.7150	France	9.27-9.33
Greek Drachma	87.106-89.178*	n/a	Germany	3.95-3.99
Hong Kong Dollar	11.00½-11.02½	4.8400-4.8440	Italy	1890-1965
Iran Rial	n/a	38.10-39.50	Japan	545-550
Kuwait Dinar (KD)	0.614-0.624	0.2726-0.2727	Netherlands	4.37-4.48
Luxembourg Frc.	64.70-64.80	28.31-28.33	Norway	11.11-11.16
Malaysia Dollar	4.9460-4.9570	2.1640-2.1650	Portugal	112-118
New Zealand Dlr.	2.3160-2.3210	1.0150-1.0160	Spain	149¼-157
Saudi Arab. Riyal	7.59-7.69	3.3608-3.3615	Sweden	9.46-9.58
Singapore Dollar	4.9040-4.9150	2.1580-2.1590	Switzerland	3.71-3.73
Sth. African Rand	1.8685-1.8720	0.8175-0.8190	United States	2.2705-2.2789
U.A.E. Dirham	8.46-8.55	3.7418-3.7438	Yugoslavia	48½-51½

Rate given for Argentina is free rate. * Indication only.

EXCHANGE CROSS RATES

Feb. 4	Pound Sterling	U.S. Dollar	Deutschem'k	Japan'se Yen	French Franc	Swiss Franc	Dutch Guild'r	Italian Lira	Canada Dollar	Belgian Franc
Pound Sterling	1.	2.286	3.983	549.0	9.333	3.730	4.405	1847.	2.648	64.75
U.S. Dollar	0.438	1.	1.743	240.2	4.083	1.632	1.927	808.1	1.159	28.33
Deutschemark	0.251	0.574	1.	137.8	2.343	0.937	1.106	463.8	0.665	16.26
Japanese Yen 1,000	1.821	4.163	7.254	1000.	17.00	6.794	8.024	3364.	4.823	117.9
French Franc 10	1.072	2.449	4.267	588.3	10.	3.997	4.720	1979.	2.637	69.38
Swiss Franc	0.268	0.613	1.068	147.2	2.502	1.	1.181	495.2	0.710	17.36
Dutch Guilder	0.227	0.519	0.904	124.6	2.119	0.847	1.	419.3	0.601	14.70
Italian Lira, 1,000	0.541	1.237	2.156	297.2	5.053	2.019	2.385	1000.	1.434	35.06
Canadian Dollar	0.378	0.863	1.504	207.3	3.524	1.409	1.664	697.5	1.	24.45
Belgian Franc 100	1.544	3.530	6.151	847.9	14.41	5.761	6.803	2853.	4.090	100.

EURO-CURRENCY INTEREST RATES

The following nominal rates were quoted for London dollar certificates of deposit: one-month 13.95-14.05 per cent; three-months 14.20-14.30 per cent; six months 14.20-14.30 per cent; one year 13.65-13.75 per cent.

Feb. 4	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Asian $	Japanese Yen
†Short term	17-17¼	13⅝-13⅞	12½-13½	10⅞-11⅛	1⅛-1⅝	8⅛-8⅜	11⅞-12⅛	13-16	—	4⅛-9⅛
7 days' notice	18-18¼	13⅛-13¾	12½-13½	10⅞-11⅛	2¼-2½	8¼-8⅜	11⅞-12⅛	16-18	13½-13⅞	6⅞-7⅛
Month	18⅛-18⅜	13⅞-14⅛	13⅜-15¾	11¼-11½	4⅞-5	8⅜-8⅝	12⅛-12⅜	18½-19½	13¾-14	7⅞-8
Three months	17¾-18	14¼-14½	13½-13⅞	11⅜-11⅝	5⅛-5⅜	8½-8¾	13¾-13⅞	18-20½	14⅛-14⅜	8⅛-8⅜
Six months	17-17¼	14¼-14½	16⅛-16⅜	11¼-11½	5¾-5⅞	8½-8¾	13¼-16½	19-20½	14¼-14½	8⅜-8⅝
One year	16-16¼	13¾-14⅛	16⅛-13½	11¼-11½	5¾-5⅞	8⅝-8⅞	15¼-13½	20-21	13¾-14	8-8½

Long-term Eurodollar two years 12¾-13 per cent; three years 12½-12¾ per cent; four years 12⅝-12⅞ per cent; five years 12¾-12¾ per cent; nominal closing rates. Short-term rates are call for sterling, U.S. dollars and Canadian; two-day call for guilders and Swiss francs. Asian rates are closing rates in Singapore.

APPOINTMENTS

G. Messervy to be chairman of Lucas

Sir Bernard Scott is to retire as executive chairman of LUCAS INDUSTRIES on March 31 this year. He will be succeeded by Mr. Godfrey Messervy, 55, who has been managing director since February 1974 and deputy chairman since April 1979. Mr. Messervy will retain his responsibilities as group managing director.

Sir Bernard has reached retirement age after more than 48 years with the Lucas group. The Board intends to invite him to re-join the company as a non-executive director.

Mr. Messervy joined Lucas in 1949 at Lucas CAV as a production trainee.

He comes from a family with a strong motor industry background. His father spent nearly all his working life with Rolls-Royce, retiring as a director in 1956. His grandfather was in the garage trade in Derby for 40 years.

Mr. Messervy is also a non-executive director of the Costalo Group and a Council Member of the Birmingham Chamber of Industry and Commerce. He is a Liveryman of the Worshipful Company of Ironmongers.

★

Mr. John E. B. Bowman has been appointed managing director of CHARTERHOUSE DEVELOPMENT, the development capital member of the Charterhouse Group. Mr. Edward G. Cox continues as chairman.

★

Mr. Basil Butler, general manager of BP PETROLEUM DEVELOPMENT, has become chief executive of the company in London. He succeeds Dr. Keo Keep, who is moving to Australia as director, resources development, BP Australia. The new general manager is Mr. John Williamson who has been replaced as assistant general manager (operations) by Mr. Stan Howe.

★

Mr. M. C. Fetherstone-Dilke has been appointed a director of ELECTRICAL PRESS, a subsidiary of The British Electric Traction Company.

★

Mr. Graham Fortescue has been appointed sales director and Mr. Michael Newmarch a director and investment manager of VANBRUGH LIFE ASSURANCE.

★

Mr. Brian Holmes, director and chief general manager of Gresham Life Assurance Society, has joined the Board of AMEV LIFE ASSURANCE. Both companies are subsidiaries of the AMEV Group of the Netherlands.

★

Mr. Robert Gomez and Mr. Alfie Stuart have been appointed to the Board of THOMAS JOURDAN.

★

Mr. Robert K. Swanson has been appointed president and chief operating officer of the GREYHOUND CORPORATION. Mr. Gerald H. Trautman will continue as chairman and chief executive officer.

★

Mr. Ken Appleton has been appointed to the newly created post of director of personnel relations for PILKINGTON BROTHERS. He was head of personnel relations and his new appointment takes effect from March. The new post is intended to strengthen the Group personnel function and allow Mr. David Pilkington, the general board director for personnel, to give more time to the total personnel function across the whole of the Pilkington group.

★

Dr. George Sorrie has become the new head of the HEALTH AND SAFETY EXECUTIVE'S occupational health information, data appraisal and epidemiology branch. Dr. Sorrie's new post is as a deputy director of the Executive's medical services division. The unit for which he is responsible was set up in May 1979, to co-ordinate a wide professional scrutiny of information available, from within the Executive and outside, on potentially harmful substances used at work.

★

Mr. G. A. Freestone has been appointed to the new post of regional director at MIDLAND BANK INTERNATIONAL, in charge of the bank's Asian and Pacific region. He was previously an assistant general manager (international).

★

Mr. Lee Tyrer has been appointed London actuary of SCOTTISH EQUITABLE LIFE ASSURANCE SOCIETY in Edinburgh. He succeeds Mr. Stewart Ritchie, who is returning to Edinburgh as funds superintendent responsible for the administration of the Group's pensions contracts.

★

Mr. Bryn Dando has been appointed managing director of BROCKS DYNAMICS, a new high technology division of the Brocks Group. He has also been appointed to the board of Pern Electronics (Kennington). Mr. Reg Thomas has been appointed technical director of Brocks Dynamics, and also to the board of Pern Electronics.

★

Foster Wheeler Offshore, of Reading, is to be absorbed into a new International subsidiary formed by the parent organisation, Foster Wheeler Corporation, U.S. The new company—FOSTER WHEELER PETROLEUM DEVELOPMENT CORPORATION—will be based in London and will absorb the personnel and functions of FWOL's counterpart in the U.S., Foster Wheeler Offshore Corporation (Houston). Its chief executive is named as Mr. Nicholas G. Dobrotwir, formerly president of Global Engineering International Inc.

★

The FOREIGN EXCHANGE AND CURRENCY DEPOSIT BROKERS' ASSOCIATION has elected as chairman Mr. M. Osborn (director, Harlow Meyer and Co.); as deputy chairman Mr. J. H. Gunn (director, Astley and Pearce); and as honorary secretary/treasurer, Mr. H. A. Woellwarth (chairman, Woellwarth and Co.).

★

Mr. B. H. Wilden has been elected chairman of GILL AND DUFFUS LANDAUER, the produce trading subsidiary of Gill and Duffus Group. He replaces Mr. R. J. Thorne, recently appointed chairman of Gill and Duffus Limited. Mr. R. J. Thorne remains on the Board of Gill and Duffus Landauer.

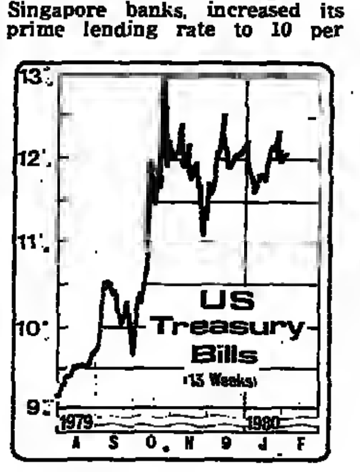
INTERNATIONAL MONEY MARKET

French rates firm

The Bank of France acted to add liquidity to the banking system yesterday by purchasing FFr 3bn of first category paper, value today, maturing between February 8 and 20, at an unchanged rate of 12 per cent. The injection of funds was below market expectations however—on January 28 the authorities bought FFr 7bn of paper—and day-to-day conditions are expected to remain tight in the Paris money market throughout this week. Call money rose to 12¼ per cent from 12 per cent yesterday, but period rates were unchanged. Last month call money averaged 11.989 per cent, compared with 12.173 per cent in December, and 6.643 per cent in January 1979.

An auction of FFr 1.2bn, of seven-month French Treasury bills takes place today.

In Singapore United Overseas Bank, one of the big four Singapore banks, increased its prime lending rate to 10 per cent from 9¾ per cent. Since the beginning of the year the Development Bank of Singapore, another of the big four, has raised its prime rate from 9¼ per cent to 10¼ per cent in two ½ point stages, but most other domestic banks continue to post prime rates of 9¾ per cent. The United Overseas group, which includes Chung Khaiw Bank and Lee Wah Bank, has also increased rates on one-month and three-month fixed deposits to 8 per cent.



MONEY RATES

NEW YORK

Prime Rate	15¼
Fed. Funds	13½-12¾
Treasury Bills (13-week)	12.18
Treasury Bills (26-week)	12.04

GERMANY

Discount Rate	6
Overnight Rate	8.55
One month	8.70
Three months	8.85
Six months	8.70

FRANCE

Discount Rate	9.5
Overnight Rate	12.125
One month	12.0625
Three months	12.3125
Six months	12.1875

JAPAN

Discount Rate	6.25
Call (Unconditional)	8.1875
Bills Discount (three-month)	8.625

UK MONEY MARKET

Small shortage

Bank of England Minimum Lending Rate 17 per cent (since November 15, 1979)

Conditions were easier in the London money market yesterday, although money remained fairly tight after early expectations had pointed to a slight surplus of credit on the day. In the end the market remained in overall shortage, and the authorities gave assistance by lending a small amount to one or two discount houses, overnight at Bank of England Minimum Lending Rate of 17 per cent.

Banks brought forward small run down balances from Friday, repayment was made of the small amount lent to the market on Friday, and the houses were also faced with the repurchase of eligible bank bills previously sold to the Bank of England.

On the other hand there was a moderate excess of Government disbursements over revenue payments to the Exchequer, and a small decrease in the note circulation.

Discount houses paid around 16¾ per cent for secured call loans in the early part, and closing balances were taken at 16¼-16¾ per cent.

Short term interest rates remained firm against a background of tight money conditions and doubts about any early fall in MLR. One, two and three month interbank funds were all quoted at 17¾-17⅞ per cent, while six, nine and 12-month rates were firmer than on Friday.

Rates in the table below are nominal in some cases.

GOLD

Quiet trading

Gold traded quietly for most of yesterday in generally featureless conditions to close $10½ an ounce lower at $664-670. The metal opened at $664-670 and was fixed during the morning at $672.00. The afternoon fix showed a slight drop to $669.75, and the metal showed little movement after the opening of New York markets.

In Paris the 12½ kilo bar was fixed at FFr 88,250 per kilo ($670.95 per ounce) compared with FFr 88,000 ($669.00) in the morning, and FFr 87,400 ($664.97) on Friday.

In Frankfurt the 12½ kilo bar was fixed at DM 37,780 per kilo ($672.00 per ounce) against DM 37,970 ($676.71) previously.

	February 4		February 1	
Gold Bullion (fine ounce)				
Close	$664-670	(£291-293½)	$675-680	(£297¼-298¾)
Opening	$664-670	(£292-294½)	$672-680	(£295.6-298.3)
Morning fixing	$672	(£293.671)	$675.50	(£296.247)
Afternoon fixing	$669.75	(£294.157)	$676.50	(£297.886)
Gold Coins				
Krugerrand	$666-671	(£291¼-294¼)	$679-686	(£295-300)
Mapleleaf	$666-676	(£291¼-296¼)	$679-686	(£295-300)
New Sovereigns	$165-168	(£72¼-74¼)	$169-178	(£74-78)
King Sovs	$170-175	(£74½-77)	$168-172	(£74-78)
Victoria Sovs	$172-177	(£75-78)	$180-190	(£77-87)
Fr 20 Napoleon	FFr 705-715	(SFr240-280)	FFr710-725	(SFr245-255)
50 pesos Mexico	$827-837		$830-840	
100 Cor. Austria	$640-650		$660-670	
$20 Eagles	$740-750		$750-760	
$10 Eagles	—		—	
$5 Eagles	—		—	

LONDON MONEY RATES

Feb. 4 1980	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount market deposits	Treasury Bills ◆	Eligible Bank Bills ◆	Fine Trade Bills ◆
Overnight	—	17¼-17½	—	—	—	17½-17¾	16½-17	—	—	—
2 days notice	—	—	17¾-18	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	17½-17¾	17⅞-18⅛	—	18¼	17¾-18	16½-17	—	—	—
One month	18¼-17⅞	17¾-17⅞	17⅞-18	18⅛-18¾	18¼	18⅛-18⅜	16¾-16⅞	15⅞-16	17⅞-18⅛	18⅜
Two months	18¼-17⅞	17¾-17⅞	—	18⅞-18⅝	18⅛	—	16⅝-16¾	16¼-16⅜	17⅞-17¾	18⅛
Three months	18⅛-17¾	17¾-17⅞	17¾	18⅛-17¾	18	18-18¼	16½-16⅝	16⅛-16¼	17⅝-17¾	18
Six months	16⅞-16¾	18⅛-17	16½-16¾	17-16⅞	17	17½	—	—	16⅛-16¼	17
Nine months	16⅛-15⅞	16⅛-16⅜	—	16⅞-16⅜	16½	—	—	—	—	—
One Year	15⅞-15⅝	16⅛-16	15½-16⅛	16⅛-15¾	16¼	—	—	—	—	—
Two years	—	—	16⅜-18⅝	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days fixed. *Long-term local authority mortgage rates nominally three years 15⅛-15½ per cent; four years 15⅛-15½ per cent; five years 15¼-15½ per cent. ◆Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 17 per cent; four-month trade bills 17½ per cent.

Approximate selling rates for one-month Treasury bills 15 13/16-15⅞ per cent; two-months 15 15/16-16 1/32 per cent; three-months 16 3/16-16 5/32 per cent. Approximate selling rate for one-month bank bills 17 11/16-17⅞ per cent; two-months 17 11/16 per cent; three-months 17¾-17 13/16 per cent; one-month trade bills 18¼ per cent; two-months 18⅛ per cent and three-months 17⅞ per cent.

Finance Houses Base Rates (published by the Finance Houses Association) 17 per cent from February 1, 1980. **Clearing Bank Deposit Rates** for sums at seven days' notice 15 per cent. **Clearing Bank Rates** for lending 17 per cent. **Treasury Bills:** Average tender rates of discount 16.1858 per cent.

STOCK EXCHANGE BUSINESS LAST MONTH

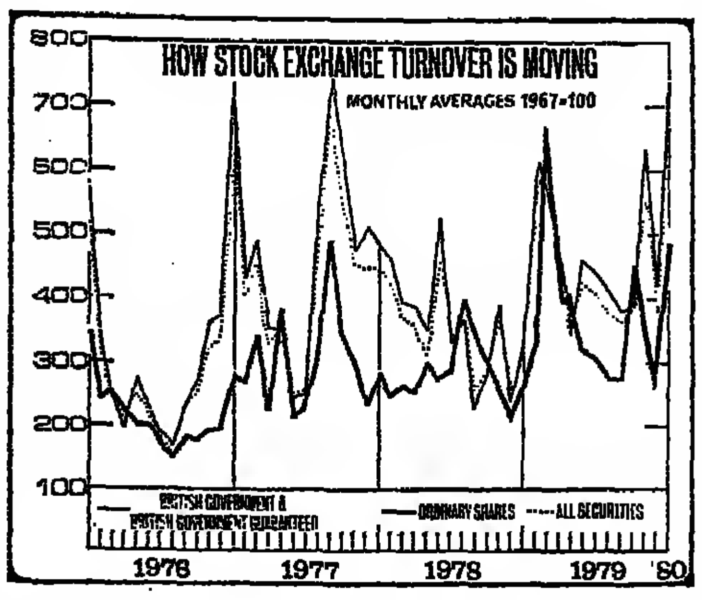
Turnover nears 1977 record despite industrial unrest

BY NIGEL SPALL

STOCK EXCHANGE turnover in January came close to the all-time record reached in September, 1977.

Despite the prevailing labour unrest and growing international tension, overall turnover *jumped* by £9.2bn, or nearly 75 per cent, on the month to £21.6bn—its highest since the *record* £22.4bn 28 months earlier. The FT turnover index for All Securities in January came to 660.8 *compared* with December's 378.5 and the 1979 monthly average of 431.8.

January turnover in Gilt-edged rose by £7.4bn to £17.5bn. Trade in short-dated stocks contributed £8.9bn, over 136 per cent up on December's £3.8bn. Trade in other Government *securities rose* by nearly *37* per cent to £8.5bn.



The average value per bargain in the shorts *increased* to £229,040 last month compared with December's £159,740, and the total number of bargains in Gilt-edged rose by 35,130 to 106,672. The FT Turnover index for Government Securities mirrored the increased business by jumping to 739.5 compared with the 1979 average of 454.8. The Financial Times Government Securities index improved from an end-December level of 65.10 to end the month at *67.27*—a rise of over 3 per cent.

Equities displayed marked resilience *to the prospect* of a lengthy steel strike, while international events stimulated spectacular gyrations in the *price of gold bullion*.

A record level of $855 an ounce for bullion was reached on January 18, but *the biggest*-ever one-day fall, $135, was recorded on January 22. The London gold price ended the month a net $123.5 higher at $650 and the Financial Times Gold Mines index jumped 61.1 over *the same period* to 229.9.

Business in equities last month rose by £1.25bn to £2.74bn. The number of bargains in equities rose by 170,564 to 393,618 with the average value per bargain of £6,958 *slightly higher* than December's.

The FT Turnover index for Ordinary *shares on* the month rose to 488.7 compared with December's 265.8 and the 1979 monthly average of 358.5.

Equity share prices made good progress with sentiment helped by the strength in British Funds and, from an end-December level of 414.2, the Financial Times Industrial Ordinary share index closed the month a net 39.1 points higher at 453.3.

Category	Value of all purchases & sales £m	Total %	Number of bargains	Total %	Average value per day £m	Average value per bargain £	Average number of bargains per day
British Govt. and British Govt. Guaranteed:							
Short dated (having five years or less to run)	8,926.8	41.4	38,975	7.2	405.8	229,040	1,772
Others	8,545.9	39.6	67,697	12.4	388.4	126,238	3,077
Irish Government:							
Short dated (having five years or less to run)	569.8	2.6	1,454	0.3	25.9	391,881	66
Others	338.4	1.6	2,863	0.5	15.4	118,191	130
UK Local Authority	281.3	1.3	5,546	1.0	12.8	50,720	252
Overseas Government: Provincial and Municipal	11.7	0.1	1,905	0.4	0.5	6,159	86
Fixed interest stock, pref. and prefd., ordinary shares	153.6	0.7	32,000	5.9	7.0	4,802	1,455
Ordinary shares	2,738.8	12.7	393,618	72.3	124.5	6,958	17,892
Total	21,566.4	100.0	544,058	100.0	*980.3	*39,640	*24,730

* Average of all securities

CONTRACTS

£3.5m plant design work

PETROCARBON DEVELOPMENTS has been awarded contracts to provide design services for the ICI pharmaceuticals division at the Avloo Works, Severnside. The projects, valued at £3.5m, involve the engineering design of batch process plant based on existing ICI process technology. The new facilities will be part of an existing much larger complex making medicines. Petrocarbon Developments, based in Manchester, is *part of* the Burmah Engineering company.

*

Spring Grove Securities, industrial work wear and cabinet towel rental, Henley-on-Thames, has ordered 16 **SPERRY UNIVAC V77 600** *minicomputer* systems worth £415,000. The systems will replace an ICL 1903 used on a service bureau basis.

*

POLYMARK INTERNATIONAL has won a contract, worth over *£300,000, for* machinery to re-equip the laundry of the Savoy Hotel.

*

SIGMUND PULSOMETER PUMPS, a member of the SPP Group (a Booker McConnell *company*) *is to supply another* pump for fire protection duties at the Sullom Voe oil terminal in the Shetland Isles. The order, valued *at* more than *£130,000*, has been placed by Foster Wheeler on behalf *of* BP Petroleum Development.

*

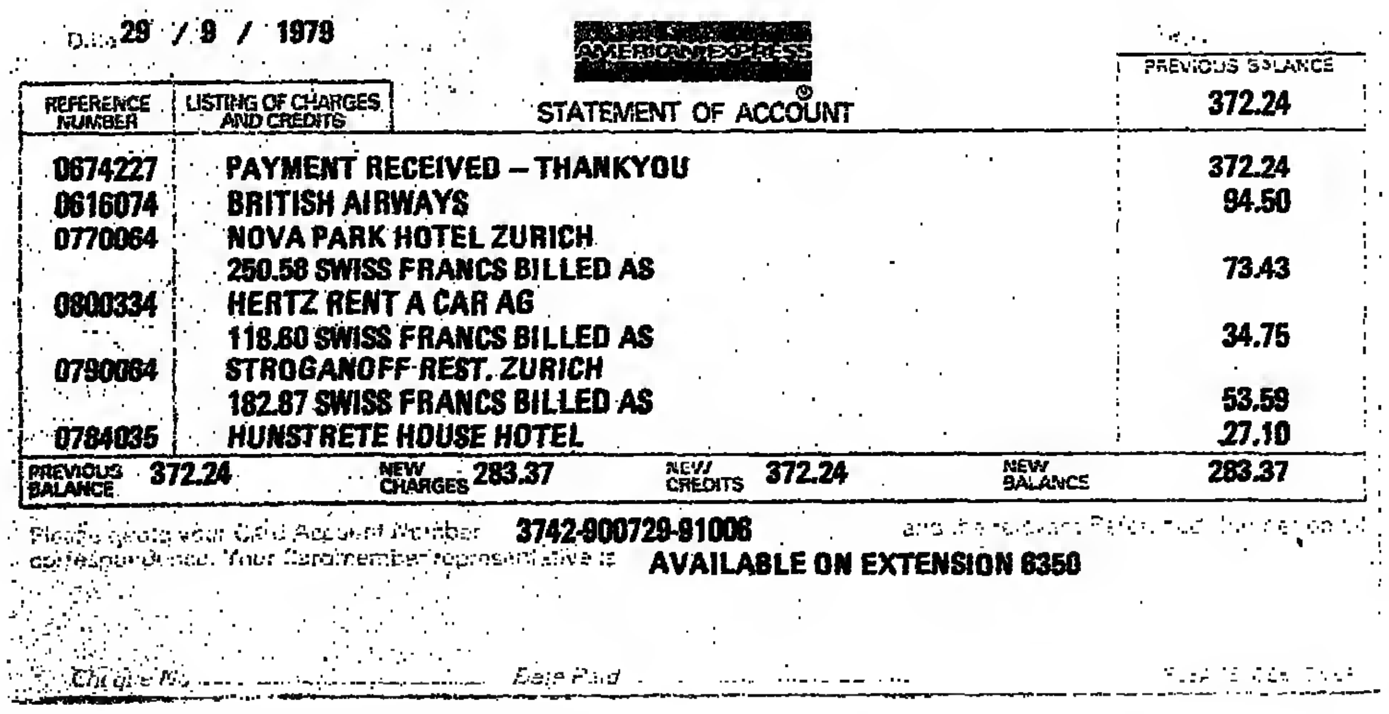
Three orders for vibratory compaction equipment have been *won by* **STOTHERT AND PITT** from British plant hire companies. The orders from Eddison Plant, Isis Plant and Vibroplant are collectively worth over £1m. Three hundred machines have been specified and the orders include single roll and tandem models, pedestrian and ride-on duplex, as well as the larger towed trailer type.

*

PETROCARBON DEVELOPMENTS has won a contract worth over £270,000 to supply a cryogenic nitrogen plant to the Alexandria Petroleum Company of Alexandria, Egypt. The PX12 *plant will produce* high purity nitrogen at an output of 320 cubic metres per hour, some of which will be available in liquid form for storage. The nitrogen will be used to create inert atmospheres and for purging.

*

GEC TELECOMMUNICATIONS has received a contract worth more than £1m for the fourth stage of the communications network it is supplying to the Department of Transport to *improve traffic control facilities on* the motorways. The system will provide high-quality bi-directional transmission circuits for the co-ordinated control of motorway signals, telephones and other devices by remote computer. The 437 km (271 miles) *fourth stage* of the 2x12-circuit carrier network will be installed on the M5 between Birmingham and Bristol and on the M4 between London and Bristol.



Fairness in international banking controls: a proposal

BY JACK TOTEN

THE SEARCH for a method of prudential control of the international bank lending market has led down numerous paths and a set of required capital-to-asset ratios for commerical banks is one of the main suggestions. It could take the form of an international protocol, possibly under an existing umbrella organisation such as the OECD, setting out minimum capital/asset ratios for commercial banks operating beyond national borders.

But what is capital? Should unsecured debentures or contingency reserves be regarded as a part of capital? What should be the attitude towards investments in fixed assets? Should inflation-induced increases of the value of real estate be added to capital? Or should all or some part of the funds tied up in fixed assets be deducted from capital in calculating standard ratios?

Bank regulators all over the world have been wrestling with problems such as these for many years as they develop and refine their own prudential regulations and, in fact, differing views on most questions can be found. Nevertheless, some agreement must presumably be reached at an international level in order to achieve a measure of equality in the treatment of banks between jurisdictions if the mooted control process is to achieve its purpose.

Obviously, if the market does not view strong capital asset ratios as important, perhaps because of state ownership, banks in an "easy" jurisdiction could continue to expand unchecked and the objective of control of risk in the Euro-Currency markets would be vitiated.

In contrast with most other industries, the amounts tied up in fixed assets in the banking business are relatively small when compared with total assets. It is a major role of capital in a bank to provide a buffer against possible loss by depositors.

Solvency

Losses arise in banking for many reasons: loans can prove uncollectible, securities may go into default or bank operating expenses may exceed income. For whatever reason, losses, when they occur, are a charge against the year's profits and, if profits prove insufficient, against capital funds—in the form of either contingency reserves or shareholders' funds. The *liquidity* position of individual banks is tied very closely to the capital position. In the 1930s, the failure of many U.S. banks was attributed to the frozen nature of their assets rather than to a lack of capital.

The concept of solvency can be considered under three circumstances with a slightly different role for capital under each of the three. In the first place, a bank should have sufficient liquidity, sufficient capital and an adequate earnings record to sustain the bank as a going concern. Second, the bank must be able to fend off a sizeable loss peculiar to that bank. Third, the challenge would be a generalised financial panic. In the case of a financial panic, only central banks could provide sufficient support. That support would be most likely to arise from the need to provide liquidity rather than to provide for losses in the usual sense.

It seems fair to conclude that bank capital funds must be sufficient to assure both the public and the supervisory authorities that the bank is in a position to withstand whatever strains may be placed upon it, apart from a situation of "financial panic" where the burden falls on central banks.

From a prudential point of view, it is widely agreed that there is no objective standard for the level of bank capital. Banks with apparently adequate capital (as defined by the formula used by U.S. authorities for instance) have failed. The essential measure of bank soundness depends on such things as the quality of assets, the quality of earnings, the age and size of the bank, the experience of management and the liquidity of assets. In addition, the nature of a bank's liabilities may affect the assessment of the amount of capital required. Has the bank a large and well spread deposit base, or does it depend to a major extent on money market deposits? Knowledge of all these factors should be available to the prudential authorities and enable them to reach sound conclusions without following a rigid ratio system.

Nevertheless, a required minimum capital ratio is the rule in many countries. As a result, regulatory authorities in some jurisdictions are in a position to withhold permission for a bank to add to capital where they consider it desirable to restrain the expansion of a bank's assets.

> **An international protocol on minimum capital ratios would ensure that Government-owned as well as privately-owned banks had reasonable levels of capital. Allowing a very low level of capital is equivalent to the unfair competition that occurs when exports are subsidised.**

A clear example is the requirement of the proposed new Canadian Bank Act that banks controlled by a single shareholder or a small number of shareholders must keep their total assets at or below 20 times authorised capital, of which half must be fully paid. Furthermore, banks may not add to their capital structure without specific authorisation. As a result, the rate of expansion of closely-held banks will be controlled.

If the central banks see an extension of this method of control over bank size as a solution to controlling expansion of the Euro-Currency market there could be a protracted series of negotiations. What would be the required ratio? How should capital be defined? Would capital have to be allocated by individual banks, with some portion designated for domestic operations and some for foreign operations?

In my opinion, bank investments in fixed assets, as well as investments in wholly owned or partially owned subsidiaries should be deducted from capital before arriving at the amount that may be used in comparisons for control purposes. It might otherwise be possible for increases in bank balance-sheets to be permitted simply through the impact on capital funds of the revaluation of fixed assets. Deducting from capital the value of investments in real estate and in subsidiaries would enhance the control that may be exercised by the authorities.

In developing a definition of capital the allocation of capital between domestic and foreign operations could be a contentious issue. In my view, there should be no division. One would not wish there to be any doubt that a bank's entire capital funds could be called upon if needed in a domestic or in foreign operations. Thus, if circumstances warranted some restriction on a bank's expansion, it would rest with bank managements (or national Governments) to decide on priorities between foreign and domestic expansion, but these decisions should not affect the availability of capital in a loss situation.

In most jurisdictions banks are required to deduct reserves for specific expected losses from the related assets. In addition, however, many banks are allowed to carry unallocated general contingency reserves. Certainly, general contingency reserves should be considered a part of capital funds because they are obviously available as a cushion against losses.

Preferred stock issues should also be considered as capital for prudential or control purposes. However, unsecured debentures are debt instruments and if the bank is to remain an operating entity, must be repaid. In my view, they should not be considered as capital for control purposes, although if subordinated to deposits, they do represent additional protection for depositors.

Under a hypothetical system of international control national governments would monitor the global activities of banks in their jurisdiction and the international agreement would be concerned only with a definition of capital and the ratio that must be kept with another balance sheet item as defined.

Suppose, for example, capital were considered to be shareholders' funds (preferred and common) plus contingency reserves less the value of fixed investments. The agreed rate might be set at, say, 2½ per cent of total assets less the value of fixed investments and less any contingent liabilities included in total balance sheet figures. It would be the responsibility of each regulatory authority to ensure that banks with head offices in its jurisdiction refrained from expanding their consolidated assets beyond this limit.

Whatever objections one may raise to such a system from the point of view of additional unwarranted regulation, it would, in fact, place some control on the expansion of commercial banks if the ratio were high enough. It would also emphasise the importance of profitable operations. Managements might find that the restrictions on their ability to expand because of low profit in relation to capital would cause more atention to be paid to margins. And the resulting somewhat reduced competition might enable such increased margins to be achieved.

Protocol

There would be another side effect of such a system. An international protocol on minimum capital ratios for commercial banks would ensure that Government-owned banks as well as privately-owned banks in all major countries had reasonable levels of capital. For privately-owned banks it is essential that return on capital be sufficient to ensure continued shareholder support. Allowing banks to operate with a very low level of capital is equivalent to the unfair competition that occurs in international trade when exports are subsidised or state corporations operate at substantial losses.

This raises the question of whether, apart altogether from the desire to control expansion in Euro-Currency markets, there is a need for the banking industry to be brought under an international protocol on capital/asset ratios to control unfair competition, just as GATT and other international agreements govern the movement of goods between nations.

** The author is a vice-president of the Bank of Montreal.*

NOTICE OF REDEMPTION

To the Holders of

CYANAMID INTERNATIONAL DEVELOPMENT CORPORATION

(now American Cyanamid Company)

5¾% Guaranteed Sinking Fund Debentures Due 1980

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of September 1, 1965, as supplemented, providing for the above Debentures, $1,155,000 aggregate principal amount of said Debentures have been selected by lot for redemption on March 1, 1980, through operation of the Sinking Fund, at the redemption price of 100% of the principal amount thereof, together with accrued interest to said date. The serial numbers of the Debentures selected for redemption are as follows:

DEBENTURES OF $1,000 EACH

M-48	1320	2468	3253	4805	5603	6711	7471	8882	10635	11319	12089	14089	15088	16129	17447	19045
53	1334	2469	3258	4810	5641	6747	7472	8906	10733	11327	12071	14136	15097	16130	17459	19046
87	1345	2486	3270	4814	5642	6763	7479	8934	10742	11348	12073	14235	15106	16145	17463	19207
91	1346	2499	3271	4819	5645	6771	7488	8950	10746	11365	12076	14239	15152	16146	17742	19298
95	1347	2507	3272	4820	5647	6811	7496	8952	10752	11369	12081	14240	15165	16165	17745	19333
106	1353	2515	3273	4829	5652	6815	7499	8959	10756	11375	12085	14339	15189	16211	17756	19335
115	1356	2519	3275	4830	5658	6827	7519	8973	10758	11381	12190	14341	15203	16220	17758	19341
119	1359	2520	3276	4834	5684	6834	7527	8976	10759	11385	12191	14353	15287	16228	17948	19345
138	1406	2536	3290	4836	5695	6841	7533	8993	10775	11390	12220	14356	15310	16229	17952	19346
139	1410	2539	3298	4852	5705	6842	7548	8999	10779	11391	12227	14434	15319	16233	18071	19348
169	1435	2541	3372	4853	5728	6845	7586	9014	10782	11419	12233	14435	15320	16239	18072	19354
170	1439	2547	3376	4854	5730	6905	7598	9033	10786	11420	12241	14439	15345	16240	18075	19359
171	1505	2568	3382	4856	5733	6907	7642	9069	10787	11427	12245	14442	15353	16250	18085	19363
175	1511	2576	3468	4865	5736	6911	7645	9071	10791	11439	12250	14447	15354	16256	18145	19365
190	1514	2585	3486	4869	5740	6947	7665	9076	10795	11441	12275	14450	15370	16259	18146	19369
191	1552	2586	3487	4870	5841	6948	7727	9248	10798	11450	12291	14452	15487	16315	18147	19370
203	1586	2591	3488	4871	5885	6986	7730	9252	10805	11453	12295	14456	15540	16319	18149	19371
210	1587	2597	3490	4890	5971	6988	7743	9269	10830	11490	12805	14478	15541	16336	18152	19379
215	1590	2598	3491	4898	5976	6990	7745	9275	10834	11545	12806	14479	15542	16353	18163	19395
258	1628	2599	3503	4907	5984	7007	7747	9287	10841	11581	13086	14484	15545	16354	18184	19410
259	1675	2605	3507	4928	5988	7015	7750	9388	10847	11591	13087	14488	15550	16359	18198	19486
263	1706	2607	3772	4930	6010	7019	7763	9411	10853	11628	13090	14499	15552	16388	18201	19488
271	1715	2640	3773	4938	6011	7020	7765	9534	10879	11629	13105	14503	15554	16399	18293	19528
311	1750	2646	3814	4940	6019	7027	7769	9546	10911	11633	13107	14515	15556	16445	18314	19541
327	1753	2653	3859	4963	6027	7028	7775	9620	10929	11650	13172	14520	15568	16452	18463	19542
330	1790	2654	3934	4982	6029	7029	7776	9658	10933	11654	13298	14536	15569	16510	18465	19559
371	1805	2658	3958	4985	6036	7034	7787	9685	10936	11665	13303	14542	15595	16511	18469	19570
387	1806	2675	3998	4991	6047	7039	7805	9687	10940	11728	13639	14575	15597	16541	18515	19579
388	1852	2679	4006	4995	6048	7040	7807	9698	10945	11729	13646	14576	15607	16542	18527	19581
406	1872	2682	4119	4997	6050	7045	7811	9699	10946	11730	13648	14579	15647	16548	18554	19582
407	1875	2687	4152	5039	6052	7048	7829	9820	10947	11734	13650	14627	15697	16556	18559	19585
410	1876	2691	4166	5052	6053	7052	7841	9863	10948	11746	13653	14628	15711	16587	18579	19603
479	1879	2728	4188	5053	6056	7072	7842	9869	10953	11758	13654	14633	15715	16588	18603	19605
482	1881	2734	4205	5054	6085	7079	7899	9870	10959	11772	13669	14697	15720	16590	18727	19606
578	1882	2739	4210	5059	6103	7084	7918	9873	10968	11773	13671	14699	15733	16591	18728	19613
595	1884	2754	4214	5091	6141	7085	7920	9890	10978	11776	13690	14714	15734	16595	18729	19627
658	2015	2790	4252	5105	6152	7087	7954	9897	10991	11784	13703	14797	15735	16599	18733	19630
659	2019	2798	4259	5120	6187	7119	7975	9898	11006	11785	13733	14803	15740	16619	18741	19640
681	2027	2799	4263	5128	6233	7120	7984	9905	11039	11791	13834	14810	15745	16642	18745	19648
706	2028	2819	4305	5134	6268	7134	7988	9906	11047	11795	13835	14863	15746	16729	18746	19659
707	2029	2871	4334	5145	6295	7135	7991	9910	11052	11803	13836	14868	15750	16734	18752	19687
710	2035	2873	4341	5179	6296	7140	8086	9970	11056	11806	13853	14869	15785	16739	18754	19709
711	2134	2881	4365	5184	6299	7141	8154	9972	11075	11820	13858	14871	15786	16740	18758	19803
727	2139	2920	4406	5185	6303	7142	8179	9985	11081	11830	13859	14875	15833	16833	18765	19827
728	2159	2965	4414	5190	6353	7148	8195	9987	11088	11842	13868	14876	15835	16853	18769	19828
745	2182	2969	4415	5198	6365	7150	8210	9990	11099	11845	13879	14879	15871	16865	18775	19840
748	2190	2979	4427	5210	6368	7158	8369	9991	11103	11854	13884	14882	15872	16869	18779	19841
750	2193	2982	4428	5215	6375	7159	8375	9997	11107	11858	13888	14884	15885	16872	18785	19848
752	2197	2984	4429	5230	6398	7215	8441	9999	11142	11865	13890	14887	15888	16875	18810	19863
758	2206	3030	4439	5235	6399	7254	8453	10070	11146	11873	13895	14927	15891	16881	18811	19872
759	2207	3033	4441	5238	6442	7259	8458	10110	11156	11881	13899	14929	15898	16905	18815	19876
765	2214	3034	4450	5240	6450	7272	8459	10111	11158	11882	13903	14933	15899	16910	18827	19890
768	2310	3040	4456	5241	6503	7273	8463	10120	11163	11887	13914	14934	15982	16911	18856	19903
769	2328	3041	4491	5252	6511	7276	8488	10290	11176	11915	13919	15005	15988	16914	18858	19906
869	2359	3046	4495	5270	6527	7281	8503	10330	11181	11928	13933	15011	15997	16985	18968	19930
871	2370	3048	4497	5334	6540	7282	8528	10334	11182	11930	13950	15045	16019	16988	18971	19935
872	2372	3052	4498	5339	6554	7286	8533	10398	11184	11968	13976	15046	16034	17028	18975	19936
873	2381	3133	4499	5528	6585	7287	8545	10403	11185	11970	13979	15047	16036	17030	18998	19940
979	2388	3139	4505	5530	6605	7316	8559	10442	11186	11971	14028	15048	16039	17040	19006	19941
1095	2399	3140	4511	5535	6614	7319	8730	10471	11187	11979	14030	15050	16041	17042	19010	19945
1097	2406	3156	4514	5539	6619	7320	8735	10506	11190	11990	14040	15063	16068	17045	19011	19946
1169	2411	3181	4519	5546	6627	7353	8739	10507	11238	11997	14042	15068	16070	17046	19014	19948
1176	2430	3184	4541	5553	6663	7354	8741	10550	11268	12003	14045	15070	16071	17053	19015	19952
1181	2435	3185	4576	5554	6668	7356	8763	10570	11269	12010	14048	15071	16072	17340	19019	19956
1198	2441	3191	4582	5568	6671	7381	8788	10571	11282	12011	14052	15072	16073	17381	19027	19989
1199	2447	3203	4741	5570	6692	7390	8790	10576	11288	12014	14054	15073	16087	17395	19028	
1211	2456	3205	4742	5585	6707	7430	8872	10584	11305	12040	14059	15081	16097	17399	19035	
1214	2459	3206	4746	5599	6710	7459	8881	10585	11306	12063	14063	15084	16098	17405	19042	

Payment will be made upon presentation and surrender of the above Debentures with coupons due September 1, 1980 and subsequent coupons attached at the main offices of any of the following: **Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, N.Y. 10015;** Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London or Paris; Banca Commerciale Italiana in Milan; Algemene Bank Nederland, N.V. in Amsterdam; or Kredietbank S.A. Luxembourgeoise in Luxembourg. Coupons due March 1, 1980 should be detached and collected in the usual manner.

On and after March 1, 1980 interest shall cease to accrue on the Debentures selected for redemption.

AMERICAN CYANAMID COMPANY

Dated: January 24, 1980

NOTICE

The following Debentures previously called for redemption have not as yet been presented for payment:

DEBENTURES OF $1,000 EACH

M-643 825 1332 3796 4913 6792 7265 8552 9008 9394 10294 10589 10626 10793 11662 11664 12226 15462
691 836 3460 4893 5340 7212 8201 8945 9231 9678 10501 10625 10627 11132 11663 11774 13237

BUSINESS AND INVESTMENT OPPORTUNITIES

هكذا من الأصل

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

FOR SALE

SPECIALTY CHEMICAL BUSINESS

PVO International Inc. announces that its specialty chemical division based in Boonton, New Jersey in the U.S.A. is for sale.

The division is a $20m dollar per year business in specialty chemicals for the cosmetic, pharmaceutical and food industries.

A 25-acre manufacturing plant is included.

Interested parties should call:

Tom Smith, in Boonton, New Jersey
Tel: 201-3342900. Telex: 57109878373

ACQUISITIONS & MERGERS BY AGREEMENT

CHESHAM

AMALGAMATIONS & INVESTMENTS LIMITED

Our business is merging your business. Successfully.

36 CHESHAM PLACE. LONDON SW1. 01-235 4551

INSURANCE BROKING

Quoted insurance broking company with substantial resources is committed to a programme of expansion for 1980.

Wish to purchase insurance broking companies for cash or holding.

On-going security for management with maximum motivation.

Enquiries in strictest confidence to:
Box G.5238, Financial Times
10 Cannon Street, EC4P 4BY

U.K. DISTRIBUTION REQUIRED

A leading European company wishes to open up a market in Great Britain and Ireland for its high quality products which are brand leaders, and include aids and materials for use in the Jewellery, Silver, cleaning markets.

Please write in the first instance to the Managing Director, with relevant details, to:

PRODASIA
T'SERCLEASLI, 7-2130 BRASSCHAAT, ANTWERP, BELGIUM

CASH FLOW PROBLEMS?

RELEASE YOUR OWN CASH BY DISCOUNTING YOUR INVOICES

95% paid by return on approved accounts

Phone Bolton (0204) 693321
Telex 63415

MRS BENNETT
Silverburn Finance (U.K.) Ltd.

What are your Company's COSTS of Quality FAILURE? The JAPANESE and others seem to be far ahead. What is being done in the U.K.?

NATIONAL CONFERENCE NEXT WEEK

Write/telephone:

DATEL training

40 High Street, Maidenhead, Berkshire.
Telephone: Maidenhead (0628) 38022

EGYPT

COMPANIES SEEKING INVESTMENT OPPORTUNITIES AND AGENCY BUSINESS IN EGYPT.

Egyptian business consultants group headed by ex-Deputy Minister, Fellow Institute of Chartered Accountants in England and Wales, offers wide range of economic, financial, commercial & management services. Phone 043 55 2456 (U.K.) or write:

OMAR CONSULTANTS
94 Ahmed Ourabi St.
Agouza, Giza, Cairo, ARE

PATENT FOR A MESH COLUMNAR STRUCTURE FOR SALE

Contact: GRIMLEY & SON
2 St. Philip's Place
Birmingham B3 2QQ
Telephone: 021-236 8236

BANK LOANS

£1m-£20m. OR DOLLAR EQUIVALENT

Send complete feasibility and supporting documents in confidence to Mr. Stewart, Stewart Group, 48 Arboretum Street, Nottingham
Tel. 0602 704113
Telex 37605 COMIND G

BUSINESSMAN WITH CITY OFFICE IN SHEFFIELD

With all secretarial services has time to develop other interests, either as agent or partner.

Write Box G.5272, Financial Times, 10 Cannon Street, EC4P 4BY.

SAUDI ARABIA

UK based company, doing business for past 4 years, with permanent sales and marketing staff in Kingdom, are anxious to increase their portfolio of companies, who are seeking business in the Middle East.

We have experience in most facets of product line and services, and are able to arrange the right sponsors where required.

FENELON (JERSEY) LTD.
TELEX: 897051
TEL: 01-859 5548

Shelving/Storage Systems

Agents/Distributors in the office equipment markets required by established manufacturer. Due to internal reorganisation we wish to develop this market further. We have considerable experience in the local government library and office equipment markets.

Write Box G.5275, Financial Times, 10 Cannon Street, EC4P 4BY.

ATTENTION MANUFACTURERS

Are you interested in marketing your products overseas?

CANADA is a wonderful start.

If interested please write giving full details to: Mr. M. S. Westwood
348 Sussex St., Oakville, Ontario
Canada L6L 3H3

Small British Company with proven equipment

British and U.S.A. engineering patents seeks investor.

Write Box G.5273, Financial Times, 10 Cannon Street, EC4P 4BY.

INVITING new partners to join us in a Golf-Retirement Development in Arizona. Unusual returns, secured by Title. Principals with $100,000 (U.S.) up, write Land Owners, Box 172, Sheridan, MI 48884 U.S.A.

NEW MARKETS/PRODUCTS? For details of monthly list of overseas firms seeking to trade with U.K., write Dept. F, 15, Selvage Lane, London N.W.7.

£1 A WEEK FOR EC2 address, combined with phone messages and telex, under £4 a week. Prestige offices near Stock Exchange. Message Minders International. 01-628 0898. Telex 8811725.

SAN FRANCISCO/WEST COAST—Are you seeking representation in this area? Successful British ex-importer/exporter emigrating shortly, welcomes your enquiries/suggestions. Write Box G.5270, Financial Times, 10, Cannon Street, EC4P 4BY.

YOUR OWN TELEX NOW? Subscriber would share his telex with persons who have small office available and need telex urgently. Central London preferred. 20 Courtfield Gardens, SW5 0PD. 01-370 2139.

HAVE CLIENTS ready to accept substantial long term contracts for good quality crude at realistic prices. (RWA's in London.) Offers with evidence of supply ability from genuine sellers only. Write Box G.5276, Financial Times, 10, Cannon Street, EC4P 4BY.

PASSENGER SHIP
FOR SALE OR HIRE

Main characteristics:

Construction date	—	1960
Length O.A.	—	195.57 m
Beam	—	24.58 m
Draught	—	8.23 m
Gross tonnage	—	23,305.74 T.
Net tonnage	—	13,657.61 T.
Loaded displacement	—	24,406 T.
Deadweight	—	11,358 T.
Number of passengers	—	1,008
— First class	—	156
— Tourist class	—	852

Air conditioned
Cold store capacity—582 m³

The ship is not equipped with machinery and can be used as:
— Hotel
— Yard camping

The ship will be negotiated in its present conditions, with the eventual exception of some equipment.
The dealing operation is subject to the permission of the Portuguese Government.
We reserve ourselves the right to reject any proposal.
OFFERS WILL BE RECEIVED UP TO THE 22nd FEBRUARY.

Please contact:

Gabinete da Area de Sines
Rua Artilharia Um, 33—1297 LISBOA, CODEX—PORTUGAL
Telephone: 65.81.04 Telex: 12572—GASLIS—P

Are industrial flooring problems getting under your feet?

They are? Then look no further. Lamacrest have all the answers at their fingertips. Epoxy floor screeds, heavy duty degreasers, clear lacquers, non-skid finishes, jointless decorative flooring and self-levelling materials.

To walk all over your flooring problems ring our Advisory Department now!

LAMACREST

Lamacrest Limited
Crown Works, Cold Bath Road,
Harrogate, Yorkshire HG2 0NP.
Tel (0423) 68695

TAX PLANNING

STD has a comprehensive portfolio of leasing schemes from containers to aircraft, suitable for high earning individuals or corporate bodies.

For details contact:

STD ASSOCIATES
Equipment Leasing Consultants
33 St. George Street, London W1R 9FA
Telephone: 01-493 8744

LEISURE INDUSTRY

Enquiries and offers are invited for the acquisition of the business of Intrepid Sealey Limited, a leading U.K. fishing tackle manufacturing company. The company, situated in Falmouth, Cornwall, a Special Development Area, occupies an excellent custom-built 40,000 sq. ft. freehold factory on a 4-acre site with in-plant facilities to manufacture Reels, Rods and Hooks. Consideration would be given to selling off separately one or more of the activities in their entirety or the factory. Tax losses available.

For further particulars apply to:

R. J. Harris, Receiver & Manager
INTREPID SEALEY LIMITED
Intrepid Works, Falmouth, Cornwall TR11 4RS

Import/Export Opportunities in the U.S.A.

FOR CONSUMER PRODUCTS AND INDUSTRIAL EQUIPMENT

Our wholly owned subsidiary, Sas of America Inc., seeks opportunities for trade through offices in:

SAINT PAUL, MINNESOTA &
MIAMI, FLORIDA

Full banking, accountancy and legal services available

SAS GROUP OF COMPANIES
Victoria House, Vernon Place, Holborn, London WC1B 4DF
Tel: 01-404 5711 - Telex: 24508 SASGRP G

GOLD SOVEREIGNS AND KRUGERRANDS

bought and sold in strictest confidence. We trade from one coin upwards

SHAW CAVENDISH & CO.
Cavendish House, Chester
Tel: 24315 and 47541

Cruisers for Investment or Lease immediately available on management contracts and with bookings. Trading position and allowances and some depreciation likely. From £15,000-35,000. Leisure Marine Services, 9 Barnmead Rd., Beckenham, 01-770 7906 (ansipmt)

FOR SALE

Swiss Company with tax losses in U.K. banking of £600,000 and unrealised banking losses of approximately £800,000.

Principals only write to:
Box G.5271, Financial Times,
10 Cannon Street, EC4P 4BY.

If you Own or are Purchasing any type of Modern

OCEAN-GOING VESSEL

then ship management subsidiary of currently Britain's most successful shipowning group will manage your vessels with the same care and consideration as their own under either British or foreign flag.

Write Box G3050, Financial Times
10 Cannon Street, EC4P 4BY

STORE CLOSING DOWN

Offers for

DESKS, TABLE, RACKING, PLAN CHESTS, CHAIRS, ETC.

Call
COMMERCIAL 01-837 9663

RESTAURATEUR

(Age 34) operating 4 restaurants including franchises in Central London. Seeks £30,000 working capital and £100,000+ for expansion

Write Box G5268, Financial Times
10 Cannon Street, EC4P 4BY

PLANT AND MACHINERY

LARGEST STOCK OF high class used Fork Lift Trucks in the country, ready for immediate use. Prices negotiable with Les Judd our M.D. Birmingham Fork Lift Truck Ltd. Tel. 021-327 5944-5. Telex 337052.

MIDDLE EAST DISTRIBUTION

Well-established Middle East trading company wishes to expand into exclusive distribution of Toiletries and Household goods. Products should be suitable for distribution through supermarkets, pharmacies and household shops. Interested manufacturers should send their catalogues for consideration to: Peter Watson (Middle East) Limited, Old Station Yard, Chipping Norton, Oxfordshire.

BUSINESS INVESTMENT OPPORTUNITIES

appears every Tuesday and Thursday

Rate: £23 per single column centimetre (min. 3 cm)

For information on sizes and space availaability contact John Wisbey on 01-248 5161

Cash Voucher

This cash voucher entitles your company to an immediate

75% CASH AGAINST INVOICES

Subject to approval

Cash flow problems? Then cash this!

Need Cash Now? You've got it right there on your books! Confidential Invoice Discounting Ltd gives you 75% cash against invoices—money you can put to work today. Our invoice discounting system is entirely confidential. Your clients remain totally unaware of its existence. For the full facts post this voucher now or phone us direct.

Confidential Invoice Discounting Ltd.
Circus House, New England Road, Brighton, Sussex BN1 4GX
Telephone: Brighton (0273) 21211. Telex: 87382.
Also Birmingham, Cardiff, Leeds, London, Manchester.
A subsidiary of International Factors Limited.

PARTNERSHIP OPPORTUNITY
in
WEST INDIAN PLANTATION

Agriculture and resort development.

Principals only write to:

The Managing Director,
P.O. Box 33, Bequia.
St. Vincent, West Indies.
Tel: STD (010 1 809 45) 93300

USA Marketing Consultants/Representatives Available

29 years combined U.S. marketing and distribution experience in capital equipment and consumer durable fields offered by U.S.A. resident British born and educated staff currently active in cross-Atlantic trading.
Contact: Brookhill Associates, P.O. Box 434, Westfield, New Jersey 07091 U.S.A. Tel: (201) 654-4832, or our UK affiliate: Delavale Ltd. (Attn. Mr. G. R. W. Burrows, Managing Director), Half Moon Street, Bagshot. Tel: Bagshot 73251.

WE'VE CHOSEN ONLY THE BEST ENGINEERING COMPANIES TO REPRESENT. TO HELP YOU

Our reputation is founded on representing some fine engineering companies, and introducing their work to some of Britain's biggest producers of cars, refrigerators and washing machines. Trust is the keyword. Efficiency and attention to detail is paramount. Ring us.
Find out more.

Peter J. Garrini & Associates Limited
130a Burnt Oak Broadway, Edgware, Middlesex.
Telephone: 01-952 6626 Telex: 923598

ARE YOU FINANCING YOUR CUSTOMERS?

Then obtain details of our

Factoring and Invoice Discounting Services

ARBUTHNOT FACTORS LTD.
Breeds Place, Hastings TN34 3DG
Contact: S. E. Finch Tel.: 0424 430824

or Telephone:

London 01-638 1301.
Manchester 061-236 9777.
Leeds 0532 444578.
Birmingham 021-454 7962.

WAREHOUSE & DISTRIBUTION

40,000 sq. ft. leasehold warehouse with 10,000 sq. ft. offices available near London Airport, close M3, M4 and M25. Possibility of further 50,000 sq. ft. Client company would welcome suggestions from established import/export or warehousing/distribution companies for joint venture. Finance available for expansion.

Write in first instance to:

B. E. COOMBS FINANCIAL AND GENERAL SECURITIES LTD.,
27a Motcomb St., Belgravia, London SW1X 8JU.

THOUGHTS FOR INCREASED PERSONAL POWER

Order your copy today — it's FREE!

Success Motivation International is a multi-million dollar publicly held Corporation in Waco, Texas, dedicated to motivating people to their full potential. Our success motivation and goal-setting programmes and tapes are sold in 52 countries. Write to us TODAY and we will send you information describing an exciting business opportunity.

Achieve SUCCESS by selling — SUCCESS

Write: LEADERSHIP DYNAMICS LTD., P.O. Box 53, Edgware, Middlesex

---

CORPORATE FINANCE

IFC experts on Finance for Expansion (mortgages, equity/development capital, factoring etc.) also specialised management consultancy services available

Write for Brochure

Industrial Finance Consultants Ltd
42/45 New Broad Street
London EC2M 1QY

FOR SALE

Precision Engineering Toolmaking and Metal Fabrication Business in central Birmingham. Including freehold factory about 20,000 sq. ft., Plant and Machinery, Stock, Work in Progress. Currently 34 operatives. Enquiries to: B. J. A. Bennett, P. H. Bendall Joint Receivers, Spicer and Pegler, Lombard House, Great Charles Street, Birmingham B3 3LU. Tel: 021-236 4848. Telex: 335317 Esand G.

QUOTED LEASING COMPANY

able to offer successful and continuous shelter to substantial cash-flow companies via actual participation in Leasing. Return would show 20% on actual capital plus 20% depreciation over five years. Expansion visualised in year from 1st April could utilise up to £1m.
Alternatively 29% acquisition from present majority shareholders holding might be conceded in return for assurance of continuing association along these lines. Reply in strictest confidence, in the first instance, to our Accountants. Write G5267, Financial Times, 10 Cannon Street, EC4 4BY.

SUB-CONTRACT/PRODUCT WANTED

Steel fabricator with good labour force facilities and industrial relations seeks to manufacture on a repetitive basis a product up to 5 tonnes unit weight as expansion of existing product mix. Please write.

Box G5231 Financial Times
10 Cannon Street, EC4P 4BY

ENGLISH-BORN BUSINESSMAN

residing in the United States has twenty years experience in marketing and selling. Seeking opportunities to represent companies either as agent in the United States and/or as purchasing representatives for American produced goods enabling British Organisations to take advantage of strong pound. Enquiries to Anglo American Enterprises, P.O. Box 489, Hawthorne, New Jersey, 07507, U.S.A.

HAVE YOU GOT A HIGH-POTENTIAL PROJECT?

Well-established 35-year-old Comp. 7 mins from Houses of Parliament. For joint exploitation can provide: Furn. offices, parking, typing, Telex, engineering, drawing office, workshop, also banking and credit facilities.

Write Box G5236, Financial Times
10 Cannon Street, EC4P 4BY

COMPUTER BUREAU

Established February 1978 presently specialising in payroll with t/o in excess of £30,000 requires

OUTRIGHT PURCHASER

Write Box G5266 Financial Times
10 Cannon Street, EC4P 4BY

MERCHANT BANK/FINANCE HOUSE REQUIRED

A foreign-owned UK-based company wishes to acquire a small Merchant Bank/Finance House in UK. Preferable in Greater London area. The present management would continue. Proposals please.

Write Box G5202 Financial Times
10 Cannon Street EC4P 4BY

INDUSTRIAL CLEANING & CATERING HYGIENE

Companies required to market a small range of successful hygiene cleansing products, at present in use by national concerns. Outlets include education authorities, hospitals, multiples, etc. Only progressive companies interested in rapid sales expansion need reply. Write Box G.5265, Financial Times, 10 Cannon Street, EC4P 4BY.

WEST MIDLANDS

Assets of Heavy Engineering Business For Sale

as a going concern. Substantial high quality machinery. Freehold premises. 2.35 acre site, 51,000 sq ft of buildings. Very close to M5.

Ref: D.L. GRIMLEY & SON
2 St. Philip's Place, Birmingham
B3 2QQ - Tel: 021-236 8236

LEISURE—CAPITAL REQUIRED

£150,000 required — 75% equity offered to enable immediate commencement of new squash club complex in W. Surrey. Suit builder or similar with surplus funds.

Details from Box G5264
Financial Times
10 Cannon Street, EC4P 4BY

£42,100

required by recently qualified MBA with four years Mid East experience for launch of auto accessory product for Mid East markets. 40% of the equity on offer plus directorship. *Details:*

TEL: (0225) 21481 EVENINGS

GRESHAM TRUST LIMITED

Permanent and long term capital for the successful private company.

Also a wide range of banking services, including:—
Selective finance for property development
Commercial and industrial loans
Bill discounting
Acceptance credits
Leasing

For further information please telephone 01-606 6474 or write to Barrington House, Gresham Street, LONDON EC2V 7HE.

EXPANSION

Engineering Company in the South East (exporting 70%) seeks purchase of suitable company to widen its sphere of activity.

An organisation with sales of £1m plus, profitable, with ongoing management and needing cash injection for expansion could be most suitable.

Considerable finance immediately available for suitable acquisition. Write Box G5260, Financial Times, 10, Cannon Street, EC4P 4PY … …

DISTRIBUTORS REQUIRED FOR MONASTRA PIPELINE TEST PUMP

This is a revolutionary new type of test pump with variable pressure and a capacity of 0-750 psi. It can be powered by either a diesel engine or by electricity and is capable of pumping dirty water.
We require established sales outlets in Wales, London and the South East, East Anglia and the Midlands from existing distributors with proven outlets in industry, construction, Water Authorities, Gas Boards, mining and overseas contacts.
Please reply in the first instance, and in strict confidence, giving details of your business and agencies currently held to:

The Managing Director
MONASTRA LIMITED
Fox Rock, Sandyford I.E.
Dublin, 18

INTERNATIONAL TRADING GROUP

with quoted shares wishes to acquire substantial businesses in the following spheres:

1. Motor transport company.
2. Industrial measuring and gauging equipment—mechanical or electronic.
3. Mining equipment (manufacturing or marketing).
4. Manufacturers of energy—related products (including solar energy).
5. Environment engineering products (Filtration equipment, recycling, reconditioning.)

Please address your enquiries to:—

John Redman, Kelley Redman Associates Limited
148 High Street, Solihull, West Midlands

LIGHT ENGINEERING COMPANY WANTED

with T/O £200,000-£1m. Majority or whole of shares required
With or without existing directors. Write in confidence:
Box G5261, Financial Times, 10 Cannon Street, EC4P 4BY

SWISS COMPANY

We offer a complete confidential business service, specialising in taxation, company administration, etc.

Promotel SA Dept. Cofi
3 Quai du Mont Blanc
Geneve

Tel: 91-16-03 Telex: 23605

Selling in U.S.A.

The States offer an immense new selling market and an overseas profit base to those companies looking for an invigorating expansion. For this reason London advertising agency Espley and Espley Advertising Ltd opened a New York office in 1979. We offer facilities to sell, test market — or even run an initial sales campaign on your behalf.
Write or telephone without obligation, for our U.S. literature
Managing Director
Espley & Espley Advertising Ltd
16 Orange Street
London WC2H 7NT
Tel 01-839 6201

ENSURE YOUR BUSINESS SURVIVES THE 80's

Fourfold Securities Limited will be pleased to assist you by:

- Analysing and preparing applications for finance.
- Seeking out sources of funds
- Advice and assistance with administration and financial management.
- Assist with monitoring company's progress particularly relating to management and production.
- Assistance with acquisitions, mergers, re-organisation and business sale.

For further information telephone: 01-930 3779 or write for our brochure to: Fourfold Securities Limited, Westcombe House, 56/58 Whitcomb Street, London, WC2.

LEISURE BUSINESSES

ISLE OF WIGHT TOURIST COMPLEX
in preliminary development stage—projected earnings before tax £78,000
FREEHOLD AVAILABLE at £65,000
Guernsey Tourist Development nearing completion
FREEHOLD OFFERED at £195,000
Further details from
Box G5262 Financial Times
10 Cannon Street EC4P 4BY

LIMITED COMPANIES

FORMED BY EXPERTS
FOR £85 INCLUSIVE
READY MADE £95
COMPANY SEARCHES
EXPRESS CO. REGISTRATIONS LTD.
Epworth House
25-35 City Road, London, EC1
01-628 5434/5, 7361, 9936

IBM ELECTRIC TYPEWRITERS

Factory reconditioned and guaranteed by IBM
Buy, save up to 30%.
Lease 3 years from under £5 weekly
Rent from £26 per month

Tel: 01-641 2365

MODERN MENSWEAR BUSINESS

Two shops, leasehold, fixtures/fittings, and goodwill for sale £90,000 S.A.V. T/O 1978/9 £200,000, accounted profit £25,000. Horsham and Crawley area (High Street positions). Possibility of third shop if required

Phone: Horsham 68305

PROFIT GROWTH

Entrepreneurial but responsible executive graduate, capable of generating significant profit growth in static or declining public company or any industry, seeks important challenge.

Please write in absolute confidence:
Box G5263, Financial Times
10 Cannon Street, EC4P 4BY

BUSINESSMAN travelling to Australia (Perth), willing to undertake assignments on your behalf. Write Box G.5254, Financial Times, 10, Cannon Street, EC4P 4BY.

VENTURE CAPITAL REPORT. 2 The Mall, Bristol. The newsletter that channels capital to small businesses, investors or entrepreneurs. Ring 0272 37222.

MONEY MATTERS. Allow us to provide expert counsel and aid. Write CFS, 46 Pall Mall, SW1.

WINE FOR SALE. Opportunity to purchase large quantity of Spanish and Californian wine. Of interest to importers, supermarkets and large retailers. Write Box G.5269, Financial Times, 10 Cannon Street, EC4P 4BY.

FOR SALE—Filing Cabinets, four drawer factory soiled. £45.00 plus VAT Delivered London area. 0732 083639.

WORLD STOCK MARKETS

NEW YORK

Stock	Feb. 1	Jan. 31
AMF	14⅞	14⅛
AM Intl	17½	17⅜
ARA	38½	35
ASA	61	61½
Abbotts Labs	38½	38¾
Acme Cleve	33⅞	35⅛
Adobe Oil & Gas	48½	47¼
Aetna Life & Cas	56¼	55⅞
Ahmanson (H.F.)	20⅝	20⅝
Air Prod & Chem	39⅛	38⅛
Akzona	14¼	14⅛
Albany Intl	29¼	29¾
Alberto-Culv	16	15⅞
Albertson's	40¾	40
Alcan Aluminium	36	36⅛
Alco Standard	34	33¾
Allegheny Ludm.	55	55⅝
Allied Chemical	53⅝	56⅛
Allied Stores	22⅝	22¼
Allis-Chalmers	30	30⅝
Alpha Portd.	17	16⅝
Alcoa	62⅝	66¼
Amal. Sugar	31	31
Amax	54½	53¼
Amerada Hess	35¾	35⅝
Am. Airlines	11	10⅞
Am. Brands	66	67
Am. Broadcastg.	36⅝	35
Am. Can	34⅞	36
Am. Cyanamid	33	32
Am. Elect. Pwr.	18½	18⅝
Am. Express	29⅞	29⅝
Am. Gen. Insnce.	37⅜	37¼
Am. Hoist & Dk.	20¾	20¼
Am. Home Prod.	25¼	25⅞
Am. Medical Int.	35	36
Am. Motors	6⅛	6⅞
Am. Nat Resces.	51½	49⅝
Am. Petfina	40	40¾
Am. QuasarPet.	33	39¼
Am. Standard	65¼	63⅝
Am. Stores	38¼	38⅛
Am. Tel. & Tel.	50¾	50⅝
Ametek	36½	36
Amfac	28¼	27¾
AMP	39⅜	39⅝
Ampex	20	20
Amstar	21¾	23¼
Amstead Inds.	46⅛	49¼
Anchor Hockg	16⅞	16⅞
Anheuser-Bh	24⅝	24⅝
Arcata	26	25
Archer Daniels	36½	36½
Armco	31¼	30⅝
Armstrong Ck.	16¾	16¼
Asamera Oil	36½	33⅝
Asarco	30⅝	30¼
Ashland Oil	41	41⅝
Assd D Goods	21⅝	21⅛
Atlantic Rich.	64¾	65
Auto-Data Prg.	38⅝	40
Avco	26⅝	25⅝
Avery Intl	20½	20
Avnet	27⅞	27¾
Avon Prods	36	36⅛
Baker Intl.	64¾	63⅞
Balt. Gas & El.	21⅝	21⅝
Bancal Trist	34⅜	33⅞
Banger Punta	27¾	27¾
Bank America	25⅛	24⅝
Bank of NY	60½	56⅝
Bankers Tst. NY.	44¼	43¾
Barry Wright	20¼	24
Bausch & Lomb	66¼	60
Baxt Trav Lab.	42⅜	41¾
Beatrice Foods	21¾	21⅝
Beckman Instr.	30⅝	30¾
Beech Aircraft	31½	31⅝
Beker Inds.	16¼	15⅝
Bell & Howell	29⅛	27
Bendix	52⅝	52⅞
Beneficial	23⅞	23⅝
Beth Steel	23⅞	24⅝
Big Three Inds.	45¼	46⅝
Black & Decker	22⅝	22¼
Block HR	25¾	26⅛
Blue Bell	36¾	36⅛
Boeing	67⅜	65½
Boise Cascade	37½	37⅝
Borden	33⅝	33⅝
Borg-Warner	36⅝	36⅝
Braniff Intl.	10⅜	10
Briggs Stratn	25¾	24⅛
Bristol-Myers	34⅝	33¾
BP	36⅞	32¾
Brockway Glass	10⅜	10
Brown	18½	12½
Brown Forman B	42⅞	42⅛
Brown Grp.	32⅝	30⅞
Brown & Sharp.	29	29¼
Browng-Ferris	17	16⅞
Brunswick	14¼	14⅛
Bucyrus-Erie	20½	19⅛
Burlington Ind.	18	18
Burlington Nthn.	70	70
Burndy	33¾	33½
Burroughs	80	78¾
CBI Inds	40¾	42¾
CBS	51⅛	52⅛
CIT Financial	61¼	61¼
CPC Intl	68⅝	67⅝
Campbell Red L.	31⅞	31⅝
Campbell Soup	31⅛	31⅛
CampbellTagg.	27⅛	27½
Canal Randolph	15⅜	15¾
Can. Pacific	38⅝	38⅞
Carlisle Corp.	24⅛	24½
Carnation	24⅞	25
Carp Tech	31¼	32¼
Carter Hawley	17	17
Caterpillar	56¾	56¾
Celanese Corp.	48⅝	48½
Centex	40	46
Central & SW	12¾	15⅛
Central Soya	18⅞	18⅞
Central Tel Util	23¾	25¾
Certain-teed	14⅜	14½
Cessna Aircraft	27⅜	27⅜
Champ Home Bld	1⅛	1⅛
Champ Intl	24¾	24⅞
Champ Sp Plug	10¼	10¼
Charter Co.	40⅞	40¼
Chase Manhattn	40¾	40¾
Chemical NY	38⅝	38½
Chese Pond	22⅞	22¼
Chessie System	30⅛	22⅞
Chicago Pneum.	24¾	24¾
Chrysler	10¾	10¼
Chubb	37½	37¼
Cincinnati Mil.	30⅛	30⅛
Citicorp	21⅞	21⅞
Cities Service	98⅞	99
City Investg	18¾	17⅛
Clark Equipment	36⅝	38⅛
Cleve Cliffs Iron	64⅝	55½
Clorox	10	9¾
Cluett Peaby.	9⅞	9¾
Coca Cola	34⅞	35⅛
Coca Btl. NY	9¼	9⅛
Colgate Palm	14	15¾
Collins Aikman	7⅞	8
Colt Inds.	50⅜	50½

Stock	Feb. 1	Jan. 31
Columbia Gas	41¾	41½
Columbia Pict.	35¼	35
Com. Ins. Am.	16¼	12¼
Combustn. Eng.	50⅝	49¼
Combustn. Equip	13¼	12⅝
Cmwlth Edison	20¼	20¼
Comm. Satellite	40¾	40½
Compugraphic	30⅛	29½
CIG	3⅝	3½
Comp. Science	23½	25½
Cone Mills	39	39
Congoleum	37⅛	37⅝
Conn Gen Life	35½	35½
Conoco	53	53⅛
Conrac	31¼	31
Cons Edison	22⅝	22⅝
Cons Foods	24¾	26¼
Cons Freight	24	24⅝
Cons Nat Gas	46⅝	45¼
Consumer Power	18	18
Contl Air Lines	10¼	10¾
Contl Corp	28⅝	28⅜
Contl Group	30⅛	30⅝
Contl Illinois	26⅛	26
Contl Telep.	14⅞	16¼
Control Data	60¼	59⅛
Cooper Inds.	57⅝	56⅛
Coors Adolph	19⅞	18¾
Copeland	23¼	23⅛
Copperweld	20⅛	20½
Corning Glass	61¼	61
Corroon Black	27	27
Cox Broadcast'g	63	64¾
Crane	38⅝	38¼
Crocker Natl	28⅝	28⅝
Crown Cork	27⅞	27⅞
Crown Zell.	48¼	49¼
Cummins Eng	56	58⅝
Curtiss-Wright	38½	36⅛
Damon	6⅝	6¼
Dana	24⅞	24¾
Dart Inds.	40½	41
Data Gen.	63⅛	63½
Dayton-Hudson	40	48¾
Deere	36⅝	36⅝
Delta Air	32½	40
Denny's	14½	14½
Dentsply Intl	17¼	17⅝
Detroit Edison	12⅝	16⅝
Diamond Intl.	40⅝	41⅛
Diamond Shamk	34	33⅝
DiGiorgio	16⅛	12⅝
Digital Equip.	75⅛	76⅞
Dillingham	15⅛	13⅛
Dillon	15⅝	16⅝
Disney (Walt)	46⅝	46⅝
Dome Mines	62	61⅝
Donnelley (RR)	28¼	28
Dover Corp.	58⅝	58⅞
Dow Chemical	34⅝	34⅛
Dow Jones	44⅝	46
Dravo	37	38⅝
Dresser	58⅞	58⅛
Dr. Pepper	16½	16⅛
Duke Power	15⅝	18½
Dun & Brad.	45½	42
Du Pont	40⅞	40⅝
EG & G	53⅞	54¼
EMI	3	3
Easco	17½	17⅝
Eastern Airlines	8	8⅞
Eastern Gas & F.	26¼	23¼
Eastman Kodak	48⅝	48⅛
Eaton	36¾	36¾
Echlin Mfg	17⅝	18¼
Eckerd Jack	26¾	22½
Electronic Data	24⅝	24⅜
Elect Memories	5¼	5⅜
El Paso	29	27⅝
Emerson Elect.	30⅞	34½
Emery Air Fgt.	15¼	16
Emhart	37⅞	37⅞
Engelhard MC	34¼	35⅝
Enserch	31⅛	30⅛
Envirotech	13¼	16⅞
Esmark	28	28⅝
Ethyl	29¾	29⅝
Evans Prods.	22⅝	22⅛
Ex Cell O	44	43¼
Exxon	63¼	60⅞
FMC	22⅛	29½
Faberge	14⅝	12⅛
Fedders	4⅛	4⅛
Federal Co.	67	67⅛
Federal-Mogul	17⅛	17¾
Fed. Nat. Mort.	14¼	14¼
Fed. Paper Brd.	31⅛	31½
Fed. Resources	2⅛	2⅛
Fed. Dep. Stores	27	27
Fieldcrest Ml.	26⅝	26¾
Firestone	8⅞	8⅝
1st Bank System	37¾	37¾
1st Charter Fin	13⅞	13¼
1st Chicago	15⅛	15
1st City Bank Tex	48	41¼
1st Intl Banc.	38⅞	40¼
1st Mississippi	31⅛	31⅝
1st Nat. Boston	32⅜	32⅝
1st Penn	8⅞	8¾
Fisons	5¼	5¼
Fleetwood Ent.	8⅜	8⅛
Flexi-Van	18¼	10⅛
Flintkote	54¾	54¾
Florida Pwr & L.	24	23⅞
Ford Motor	34⅛	33⅞
Foremost McK.	26⅞	26¾
Foster Wheeler	28⅜	28
Foxboro	40¼	40⅜
Franklin Mint	10	10⅛
Freeport Minl.	54⅜	52¾
Fruehauf	28½	28¾
GAF	10½	10⅝
GATX	38⅝	38¾
GK Technologies	27⅛	25¾
Gamble-Skogmo	33¼	32¾
Gannett	47	46⅝
Gelco	26¼	26⅝
Gen Am Invest.	13⅞	13⅞
Gen Cinema	33⅛	28⅞
Gen Dynamics	80⅝	80⅝
Gen Electric	56¼	55
Gen Exploration	4⅜	4½
Gen Foods	29⅛	29
Gen Instrument	50¾	50½
Gen Mills	24¾	24¾
Gen Motors	54⅞	54⅞
Gen Portland	17⅛	18¼
Gen Pub Utilities	8¼	8⅛
Gen Reinsce	89	89
Gen Signal	37⅛	37
Gen Telep Elec	27½	27⅝
Gen Tire	17⅞	17⅝
Genesco	4	5⅞
Genuine Parts	24⅝	24⅝
Georgia Pac	28½	26¾
Geosource	57¾	58⅝
Gerber Prod	24⅝	24¾
Getty Oil	61¾	62
Giddings Lewis	33⅞	34
Gillette	26¾	25½
Global Marine	32¼	32¼
Goodrich (BF)	20	20¼
Goodyear Tire	10¾	10¾
Gould	25¾	26
Grace	41⅞	46
Grainger (WW)	52½	52⅝

Stock	Feb. 1	Jan. 31
Gt. Atl. Pac. Tea	7⅝	7⅝
Gt. Basins Pet.	23¼	22⅞
Gt.Nthn.Nekoosa	34½	34⅝
Gt.West Financ'l	18¼	17⅞
Greyhound	16⅝	16⅞
Grumman	26½	28¼
Gulf & Western	18⅝	18½
Gulf Oil	38	39¼
Hall (FB)	24⅝	25
Halliburton	100	97½
HammermillPpr.	23	23⅛
Handleman	10⅞	11
Hanna Mining	39	37¾
Harcourt Brace	33⅞	34
Harnischfeger	14	13⅞
Harris Bancp	26⅞	27¾
Harris Corp.	37⅛	37⅝
Harsco	35⅜	35¾
Hecla Mining	46¼	45⅞
Heinz (HJ)	43¼	46⅝
Heller Intl.	22¼	22
Hercules	21⅝	22½
Hershey	26⅞	24¾
Heublein	30½	31
Hewlett Pkd.	68	67¼
Hilton Hotels	35⅝	34⅞
Hitachi	44	44¼
Hobart Corp.	16⅝	16½
Holiday Inns.	18¼	18½
Holly Sugar	47½	47½
Homestake	61¼	60¾
Honeywell	86⅝	86⅞
Hoover	12¼	16⅛
Hoover Univl	18	17⅞
Hormel Geo.	35¾	35⅝
Hospital Corp.	45⅞	46¾
Household Fin	17⅛	17⅝
Houston Inds.	29⅝	30
Houston Nt Gas	40¼	45½
Houston Oil Min.	26¾	26⅝
Howard Johnsn.	23½	25
Hudson Bay Mng	31½	30
Hughes Tool	58⅝	58⅞
Humana	38	47¼
Hunt (Philip A)	11⅝	11¾
Husky Oil	71½	71⅝
Hutton (EF)	23¾	22½
Huyck	15⅜	13⅝
IC Inds	24	23½
INA Corp	52	49¼
IU Intl	16⅛	16
Ideal Basic Ind.	24¾	24¼
Ideal Toy	8⅛	6½
ICI ADR	8⅜	8⅝
Imp. Corp. Amer	20¼	20½
INCO	28⅞	28⅞
Ingersoll Rand	60¾	61⅛
Inland Steel	32⅞	33¾
Intel	58	58
Interlake	36¼	33⅝
IBM	69⅛	68⅝
Int. Flavours	19½	19¾
Int. Harvester	33	32¾
Int.Income Prop.	10½	10½
Int. Multifoods	17⅞	18⅛
Int. Paper	42⅛	42⅛
Int. Rectifier	27¼	27⅝
Int. Tel & Tel	28⅝	27⅞
Iowa Beef	28	28⅛
Irving Bank	36¼	35¼
James (FS)	25	25
Jeffn-Pilot	26⅝	28⅝
Jewel Cos	28⅝	27¾
Jim Walter	29¼	30
Johns Manville	25¾	25⅝
Johnson Contr	28	28⅝
Johnson & Jns	70	76⅝
Jonathn Logan	9¼	9⅛
Jostens	21⅝	21⅞
Joy Mfg	37	37
K Mart	21⅜	21⅜
Kaiser Alumin.	24⅝	23
Kaiser Inds.	2¼	2⅛
Kaiser Steel	30⅞	31¼
Kaneb Services	25⅞	26
Kaufman Brd.	9¾	9¾
Kay Corp.	17⅝	18⅛
Kellogg	17⅞	17⅞
Kennecott Cpr.	40¼	40½
Kennametal	37⅝	38⅛
Kerr-McGee	74⅝	74⅞
Kidde Walter	36⅞	37¼
Kimberly-Clk	43⅞	44
King's Dept. St.	11⅝	11¾
Knight Rdr. Nws	24¼	24⅛
Koehring	21¾	21¼
Koppers	26¾	27⅜
Kraft	45	45⅝
Kroehler	7⅞	7⅞
Kroger	16⅞	17⅝
LTV	12½	12½
Lanier Bus. Prod	27¼	27⅞
Lear Siegler	22⅞	28⅛
Leaseway Trans.	23	25
Leesona	49	41⅛
Lenox	28⅛	27⅛
Levi Strauss	63⅝	65⅛
Levitz Furntr.	27⅛	27⅛
Libby Owens Fd.	25⅞	26¾
Liggett Group	38¾	32¼
Lilly (Eli)	63¾	67
Lincoln Nat.	44⅛	44
Litton Inds	55⅛	55
Lockheed	45½	43
Loews	28¾	29⅛
Lone Star Inds	29⅜	28¾
Longs Drug Strs.	25⅞	26¼
Louisiana Land	35½	34¾
Louisiana Pac.	24⅝	24¼
Lowenstein	10	9¾
Lubrizol	32½	26⅞
Lucky Strs.	14¾	14¾
MCA	54¾	55⅜
Macke	2¼	2¼
MacMillan	18	15
Macy	34½	34
Madison Fund.	18⅝	18⅝
Mfcrs Hanover	32⅝	32
Mapco	43½	43¼
Marathon Oil	63	63
Marine Mid.	21	20⅞
Marley	23⅝	24
Marriott	20⅜	23½
Marsh McLenn	37⅞	38
Marshall Field	12⅝	12⅝
Martin Mtta.	53	54
Maryland Cup	27½	26¾
Masco	26⅝	26¼
Massey-Fergn.	10⅜	10⅛
Mass Mutl Corp.	14	14
Mattel	9¼	8⅝
May Dept Strs	25⅞	23¾
Mayer (Oscar)	12¾	12⅞
Maytag	25⅜	20½
McCulloch Oil	13⅝	15¾
McDermott (JR)	33	35⅝
McDonald's	43⅝	43⅛
McDonnell Doug.	47½	48¼
McDonough	30	30
McGraw Edison	28½	28⅜
McGraw-Hill	30⅝	30⅛
McLean Truckg.	11¾	11¾
Mead	27	26¾
Media Genl	28	28½
Mellon Natl	28¼	28¼
Melville	28½	28½
Memorex	18⅝	18⅞
Mercantile Strs.	39¼	38¼
Merck	67⅞	68½
Meredith	38⅝	38¾
Merrill Lynch	24⅛	23¾

Stock	Feb. 1	Jan. 31
Mesa Petroleum	63¾	63½
MGM	12¼	13¾
Metromedia	72⅛	72⅛
Milton Bradley	30⅛	36⅛
Minnesota MM	50	49½
Missouri Pac	60¾	63⅝
Mobil	61⅛	58¼
Modern Merchg.	13¾	13⅝
Mohasco	10½	9⅝
Monarch M/T	28¼	28
Monsanto	56⅞	56¼
MooreMcCrmk.	47	47½
Morgan (JP)	46⅝	46⅞
Motorola	59	58¾
Munsingwear	14⅝	14½
Murphy (GC)	14½	14⅛
Murphy Oil	102¼	106
Nabisco	22⅞	22⅞
Nalco Chem.	32¾	32½
Napco Industries	14	10⅞
Nat. Can.	23⅝	23⅝
Nat. Detroit	28⅝	28
Nat Dist. Chem.	30⅛	30¼
Nat. Gypsum	23⅞	23⅛
Nat. Semicductr	57	55¾
Nat. Service Ind.	20⅝	20½
Nat. Standard	16⅝	17⅝
Nat. Steel	28⅝	28⅝
Natomas	40⅝	36¼
NCNB	16⅝	14
NCR	75⅛	74⅞
New England El.	21	20⅞
New Eng. Tel.	36¼	32¼
NY State E & G	15⅛	15⅛
NY Times	22¾	26½
Newmont Mining	51¾	51
Niag. Mohawk	16	12⅛
Nielsen (AC) A.	26⅝	29⅝
NL Industries	39⅝	38⅞
NLT	27⅞	28
Norfolk & Westn	31	39¾
Nth. Am. Coal	44⅝	44⅛
Nth. Am. Philips	30	30⅝
Nthn. Nat. Gas	55⅝	50¼
Nthn. State Pwr.	20⅝	20½
Northgate Exp.	16¾	12⅝
Northrop	34½	35¾
Nwest Airlines	28¼	29⅝
Nwest Bancorp	30¼	34⅝
Nwest Inds.	35¼	35½
Nwestn Mutual	8⅝	8½
Nwestn Steel W.	27½	27½
Norton	37½	37¾
Norton Simon	14½	14⅝
Occidental Pet.	29	28½
Ogden	30½	36½
Ogilvy & Math.	25½	26½
Ohio Edison	13⅝	15⅝
Okla. Nat. Gas	22½	22⅛
Olin	17¼	17¼
Omark	36¼	37
Outboard Marine	14⅜	14½
Overseas Ship	35⅞	36¼
Owens-Corning	29	29
Owens Illinois	25¼	25⅝
PHH Group	26⅛	25½
PPG Inds	36⅝	33¼
Pabst Brewing	16½	12¾
Pac. Gas & Elect	21¼	21¼
Pac. Lighting	21	21⅝
Pac. Lumber	60	53⅛
Pac Tel & Tel	12¾	12¾
Palm Beach	10½	16⅛
Pan Am Air	5¾	5¾
Pan Hand Pipe	34	33⅝
Parker Drilling	45⅝	45¾
Parker Hanfn	31	29⅞
Peabody Intl	26⅞	26½
Penney JC	25¼	25½
Pennwalt	34⅛	34⅛
Pennzoil	48¼	46⅞
Peoples Energy	48⅜	49⅛
Pepsico	24⅝	24½
Perkin-Elmer	45¾	45⅞
Petrie Stores	36½	31¾
Petrolane	35¼	34⅞
Pfizer	37⅝	37⅝
Phelps Dodge	41⅛	40⅞
Phila. Elect	14⅜	14
Philip Morris	30⅝	34⅝
Phillips Pet.	54⅞	54¼
Pillsbury	60	65
Pioneer Corp.	49¼	43
Pitney-Bowes	31⅝	32
Pittston	26⅞	26¾
Planning Rsch	7⅜	7½
Plessey	29	28⅞
Polaroid	25	22⅝
Potlatch	34⅜	34¼
Prentice-Hall	22½	22½
Proctor Gamble	71¾	72½
Pub. Serv. E & G.	17⅞	17⅞
Pub. S. Indiana	22	21⅞
Pullman	32½	31¾
Purex	16⅝	16⅝
Purolator	30	30⅞
Quaker Oats	30⅞	30⅞
Quanex	24	23¾
Questor	7⅛	6¾
RCA	23	22½
RTE	8	8
Ralston Purina	12⅛	12
Ramada Inns	7¾	7⅞
Rank Org ADR	4⅜	4⅝
Raytheon	82¼	82
Reading Bates	36⅛	38⅝
Redman Inds.	2⅞	10
Reeves Bros	30⅛	30⅛
Reichhold Chem.	13¼	15⅛
Reliance Grp.	62⅜	62⅛
Republic Steel	24⅛	24⅛
Rep of Texas	27⅞	27⅝
Resch Cottrell	18⅛	18⅜
Reserve Oil Gas	34⅞	34⅞
Resorts Intl A.	32	32⅜
Revco (DS)	25¼	28⅛
Revere Copper	17⅛	16¾
Revlon	42⅝	42⅜
Rexnord	17¾	17⅝
Reynolds (RJ)	35	34⅛
Reynolds Mtls.	36⅞	30¾
Rich-Merrell	22⅝	22½
Rite Aid	20⅛	26⅝
Roadway Exps	28¼	28¼
Robins (AH)	21¼	21⅛
Rochester Gas	13⅞	15¾
Rockwell Intl.	31⅛	31⅜
Rohm & Haas	41¼	46¼
Rollins	28	27¾
Rolm	47	47⅛
Roper Corp*	10½	10⅝
Rowan	46½	46⅝
Royal Crown	14⅝	14⅛
Royal Dutch	82½	82½
Rubbermaid	29½	28
Russell Stvr.	10¾	15¾
Ryan Homes	28	22⅛
Ryder System	25¾	26¾
SPS Technolog.	50¾	50¼
Safeco	32¼	30⅞
Safeway Stores	34⅝	34⅞
St. Joe Minls	45⅛	40½
St. Louis-San F.	64¾	66
St. Paul Cos.	38¾	40¼
St. Regis Paper	32¾	33
Santa Fe Inds.	62	59
Santa Fe Intl	58	58⅝
Saul Invest	7⅞	7⅞
Saxon Inds.	8⅛	8
Schering Plo.	35¾	35⅝

Stock	Feb. 1	Jan. 31
Schlitz Brew. J.	8⅛	8⅜
Schlumberger	106¾	104⅝
SCM	23	22¾
Scott-Foresman	25½	25⅝
Scott-Paper	18½	18
Scudder Duo V.	11	10⅞
Sea Contrs	17⅝	17¼
Seabrd Coast L.	34⅞	34⅝
Seagram	45⅜	45¼
Sealed Power	24⅞	24⅞
Searle (G D)	22	21⅝
Sears Roebuck	17⅝	17¼
Seatrain Lns	7⅝	7⅜
Security Pac	39¼	30⅝
Sedco	63¼	65
Shell Oil	63⅞	64⅛
Shell Trans.	32	32¼
Sherwin-Wms.	34	34
Signal	43⅞	43⅝
Signode	30	36⅝
Simplicity Patt.	10¼	10
Singer	6	6¼
Skyline	16⅛	12½
Smith Intl	81	81¾
Smith Kline	59¼	58⅝
Sonesta Intl	12¾	18¾
Sony	7⅛	7¼
Southeast Bankg	16½	15¼
Sthn Cal. Edison	23⅛	26
Southern Co.	11⅝	11¼
Sthn Nat. Res.	59½	58
Sthn N. Eng. Tel.	33⅝	33⅝
Sthn Pacific	45	43
Sthn Railway	63⅞	64
Southland	20⅞	28¼
SW Bancshares	25	23
Sperry Corp	57⅞	58⅛
Spring Mills	18	18
Square D	21½	20⅞
Squibb	36⅛	36¼
Std Brands	30½	31¾
Std Brds Paint	23¾	24⅝
Std Oil California	63⅞	62
Std Oil Indiana	92	87⅝
Std Oil Ohio	100	100
Stanley Wks	38	30¼
Stauffer Chem.	19	18⅞
Sterling Drug	20	12⅞
Stevens (JP)	15½	15¼
Stokely Van K.	29	28½
Storage Tech	10	14¾
Sun Co.	80¼	81
Sunbeam	21⅛	21⅛
Sundstrand	43¼	46⅝
Superior Oil	147	148
Super Val. Strs.	22⅝	22½
Syntex	42½	42
TRW	47	47
Taft	31¼	32¼
Tampax	30½	29¾
Tandy	32⅝	32¼
Tektronix	61	61¾
Teledyne	145⅝	145⅝
Tenneco	44⅝	42¾
Tesoro Pet.	20⅞	20¾
Texaco	35½	34⅞
Texas Comm. Bk.	47	48
Texas Eastern	36¼	67
Texas Gas Trn.	31¼	30
Texas Instrmts.	104	101¾
Texas Oil & Gas	40	38½
Texas Utilities	16⅞	16¾
Texasgulf	47	47⅛
Textron	28⅞	28⅜
Thomas Betts	45	45
Tidewater	39⅞	40½
Tiger Intl	23⅝	25⅜
Time Inc.	50⅛	59⅞
Times Mirror	38⅝	38⅝
Timken	55⅝	55⅞
Tipperary	20⅝	19⅝
Tonka	13¾	16¾
Total Pet.	24¾	24½
Trane	20⅜	20⅛
Transamerica	18¼	18¾
Trans Union	38	37¼
Transway	26⅞	27⅛
Trans World	15⅝	10⅝
Travelers	39¾	39¾
Tri Continental	19¾	18⅝
Triton Oil Gas	18½	12½
20th Cent. Fox	50⅝	51
Tyler	15⅞	10⅞
UAL	24⅛	24
UMC Inds.	14⅛	13⅞
UNC Resources	24⅛	24⅛
UV Inds.	25⅞	25⅞
Unilever NV	50⅛	59⅞
Union Camp	45¾	44½
Union Carbide	43⅝	43¾
UnionCommerce	9⅝	9⅝
Union Oil Cal.	53⅝	53¾
Union Pacific	78⅜	77⅝
Uniroyal	4⅜	4¼
Utd Brands	13⅝	13⅛
Utd Energy Res.	72⅝	72⅝
US Fidelity G.	38¾	38⅝
US Filter	18¼	16⅝
US Gypsum	36¾	33⅛
US Home	16¾	15¼
US Inds.	8⅞	8
US Shoe	18⅛	18¼
US Steel	20⅞	19¾
US Surgical	30	30
US Tobacco	30⅛	33⅝
US Trust	22	22
Utd Technolgs	50⅞	46⅞
Utd Telecomms	17⅛	17⅜
Upjohn	48⅝	48⅛
VF	21⅝	21⅛
Varian Assocs.	33⅝	33⅝
Vernitron	11⅛	11⅛
Virginia EP	10⅛	10⅛
Vulcan Matris.	50⅛	50½
Walker (Hiram)	33⅛	33½
Wallace Murray	27	26⅜
Wal-Mart Stores	35½	35⅜
Warnaco	14½	14⅜
Warner Comms.	54⅞	54
Warner-Lambt	22¼	21½
Warner Swasey	83½	79½
Washington Post	19⅞	20
Waste Mangt.	40⅝	44¼
Weis Mkts	25½	25¾
Wells Fargo	27⅜	27⅜
W. Point Peppl.	34	33¼
Western Airlines	10	9⅞
Westn. Bancorp.	33¼	33⅝
Westn. Nth.Amer	43	41⅞
Westinghouse	25⅞	20¼
Westvaco	34¼	34¾
Weyerhaeuser	35¼	33⅝
Wheelabratr F.	37⅝	38⅝
Wheeling Pitts	20⅜	20⅝
Whirlpool	17⅛	17¾
White Consoltd.	25⅞	28
White Motor	8⅝	8
Whittaker	24⅜	23⅝
Wickes	10	16⅞
Williams Co.	38½	38½
Winn-Dixie Str.	20⅝	28
Winnebago	8¼	8¼
Wisc Elec Power	28⅞	22¾
Woolworth	24½	24
Wrigley	77⅞	77⅝
Wyly	8	7⅝
Xerox	63¼	63¼
Yellow Frt Sys	10¾	10¾
Zapata	23⅜	29¼
Zenith Radio	10⅝	19⅛
U.S. Trs 4% 1980	99⅞	99⅞

Wall St. mixed at mid-session

STOCKS on Wall Street put on a mixed performance yesterday morning, although with a slight bias to higher levels, in reduced but still active trading.

The Dow Jones Industrial Average was a marginal 1.20 firmer at 882.68 at 1 pm, while the NYSE All Common index gained 7 cents to $66.15 and rises narrowly led declining issues by a seven-to-six margin. Turnover amounted to 29.90m shares, well below last Friday's 1 pm figure of 39.19m.

Analysts said the market was experiencing a consolidation following the powerful advance during January that shattered weekly and monthly volume records.

However, analysts noted that institutional demand remains strong because of the weakness in the Bond market, and did not rule out a fresh advance later in the day.

Volume leader Texaco added ¼ at $35¾, while Exxon, trading ex-dividend, were unchanged at $62. Mobil lost ½ to $60¾ and Texas Oil and Gas 2¼ to $37⅞.

In the Defence group, Lockheed shed 1¼ to $42¾, McDonnell Douglas 1½ to $46½, Grumman $1 to $27½, Litton ⅞ to $54¾ and Raytheon ¾ to $81½.

Brown surged ahead 8⅛ to $28½. James River intends to buy the 80 per cent stake in Brown held by Gulf and Western and to offer $34.64 apiece in cash and securities for the remaining shares. James River rose 1⅞ to $22½, but Gulf and Western eased ⅛ to $18½.

St. Joe Minerals, which reported sharply higher fourth-quarter net earnings last week, gained 2⅞ to $46.

Clark Oil fell 12⅝ to $40½. Its major shareholder said he has called off talks to sell his 23 per cent stake in Clark.

U.S. Steel added ⅞ at $20 ex-dividend despite forecasting a 10 per cent decline in 1980 steel shipments.

Closing prices for North America were not available for this edition.

THE AMERICAN SE Market Value Index put on 1.24 to 278.81 at 1 pm. Volume 4.45m shares (4.27m).

Ranchers Exploration jumped 3½ to $52½ on news of a two-for-one stock split. Bradford Computer gained ¾ to $14¼. Associated Madison is considering acquiring Bradford and holds 5.7 per cent of Bradford's common stock. Braun Engineering lost 1¼ to $23. Directors have voted to omit the first-quarter dividend.

Canada

Markets displayed a firmer tendency at mid-day after busy trading. The Toronto Composite index gained 4.5 to 2,037.1 at noon, while Golds advanced 40.0 to 3,120.6, but Oil and Gas shed 3.7 to 4,243.0. In Montreal, Banks put on 2.93 to 331.90.

Hudson Bay Mining, which withdrew its bid for Rosario Resources, gained C$1 to C$36½.

Tokyo

Following a fresh advance during the morning, the market was subjected to profit-taking and closed mixed to easier on balance.

The Nikkei-Dow Jones Average reached a new record high of 6,817.33 before finishing 2.32 down on the day at 6,794.21. Declines on the First Market section finally outpaced gains by 313 to 281. Trading volume was fair but much below recent high levels, amounting to 330m, compared with last Friday's 770m and Saturday's half-day session total of 330m.

Recently strong Defence-related issues managed to finish still ahead on the day, with Fuji Heavy gaining Y3 at Y336, Shimadzu Y8 at Y690 and Nippon Seiko Y3 at Y168.

Arabian Oil, which reported sharply higher 1979 net profits, scored an advance of Y100 at Y2,950. Nippon Oil ended Y20 higher at Y1,850, but Teikoku Oil lost Y16 at Y940.

Trading House Mitsui rose Y11 to Y383 following reports that work should resume shortly on the construction of a joint petrochemical complex in Iran.

Non-ferrous Metals, Heavy-end Light Electricals, Motors, Shipbuildings and Paper-Pulps were inclined to close lower on the day.

Dowa Mining shed Y25 to Y375, Mitsui Engineering and Shipbuilding Y5 to Y183, Sony Y20 to Y1,690, Matsushita Electric Y10 to Y725 and Honda Motor Y9 to Y616, while Canon were notable for a fall of Y15 at Y641.

Germany

The market's recent rally was taken a good stage further yesterday on increased foreign buying, with Wall Street's late strengthening aiding sentiment. The Commerzbank index rose 9.1 to 729.5.

BMW advanced DM 4.50 in Motors. BASF, in Chemicals, climbed DM 5.70, largely due to its heavy involvement with oil-based products. Verta, in Electricals, put on DM 3.30.

Public Authority Bonds were little changed, recording scattered movements limited to 20 pfennigs either way. The Bundesbank sold DM 7.2m nominal of paper in open-market operations, after selling DM 12.3m last Friday.

Hong Kong

After relinquishing further ground early in the session on Overseas selling orders, the market shot ahead on a resurgence of strong institutional and general local buying to finish sharply higher on the day. The Hang Seng index recorded a net advance of 26.84 at 920.61, only 16 points below the recently attained six-year peak.

Hongkong Wharf regained most of last week's loss, rising HK$5 to HK$68, while Jardine Matheson closed 90 cents up at HK$18 and Hutchison Whampoa added 15 cents at HK$9.15.

HK Bank put on 50 cents to HK$21.50, Hang Seng Bank HK$3 to HK$137 and Green Island Cement HK$3.50 to HK$54, while among Properties HK Land gained 50 cents to HK$14.60, New World 27.5 cents to HK$4.75, Swire Properties 20 cents to HK$5.60 and Tai Cheung 17.5 cents to HK$3.675.

Australia

Some issues retracted on profit-taking, but markets in general remained buoyant, with Golds, Coppers and Sugars boosted by higher commodity prices on Friday in London. The Sydney All Ordinaries index rose 3.86 to a new all-time peak of 874.00.

After the frantic buying in White Industries which had taken the price up from A$9.20 to A$29.50 in the past three trading days amid talk of rival bids for control of the company, the market opened yesterday with news that the White family together with Mitsubishi now held a controlling interest. The White share price was marked down to A$15.00 at the start, but later recovered to A$20.20 before closing at A$17.50, a fall of A$12.00 on the day.

Elsewhere in Coals, Oakbridge receded 80 cents to A$4.40 and Utah 19 cents to A$4.71 on profit-taking, but Coal and Allied rose 70 cents to A$9.20 and Thiess 40 cents to A$8.50.

In the Sugar sector, CSR added 20 cents at A$6.00, Pioneer Sugar 10 cents at A$3.55 and Bundaberg Sugar 20 cents at A$8.30.

Brewer Tooths moved ahead 14 cents to A$2.62 on continuing speculation that it will make a bid for Property group Hookers, unchanged at A$1.09. In strong Banks, CBC climbed 18 cents to A$3.00 on the half-year results.

Bougainville Copper put on 20 cents to A$3.85. Central Norseman Gold 30 cents to A$7.80, GMK 20 cents to A$4.70 and Emperor 15 cents to A$2.25.

Among Oils, Beach rose 3 cents to A$1.40, Crusader 20 cents to A$2.70 and Ampol Exploration 8 cents to A$2.68.

Overall market leader BHP, however, reacted 25 cents to A$13.00.

CANADA

Stock	Feb. 1	Jan. 31
Abitibi	26	25⅛
Agnico Eagle	14	14
Alcan Alumn.	71½	72
Algoma Steel	56	55¼
Asbestos	30⅞	37
Bk Montreal	26¾	26¾
Bk Nova Scotia	25⅝	20⅛
Basic Resources	15⅛	14
Bell Canada	20	19⅞
Bow Valley	51½	50½
BP Canada	32	39
Brascan A	24⅛	24¼
Brinco	8⅛	7¾
B.C. Forest	28⅝	28⅞
Cadillac Fairv	25½	23¾
Camflow Mines	20½	21
Can Cement	10¾	13⅞
Can NW Lands	20¼	20¼
Can Packers	35	36
Can Perm Mtg	18¾	19⅜
Can Trustco	22	22
Can Imp Bank	20⅞	27
Cdn Inds.	28½	29
CdnPacific	44⅝	45⅛
Cdn Pacific Inv.	45	45¾
Can Super Oil	296	280
Cdn Tire	27⅛	25½
Cherokee Res	13½	13⅝
Chieftain	42¼	42
Cominco	57½	57½
Cons Bathst A	18	18¼
Consumers' Gas	28¼	27⅝
Coseka Res.	20¼	21
Costain	8	8½
Daon Devel	13⅝	13
Denison Mines	38¾	36
Dome Mines	71½	70¾
Dome Petroleum	64¼	63
Dom Bridge	18½	18⅝
Dom Foundries A	32	38
Dom Stores	19⅞	18¾
Domtar	30	30⅝
Falcon Nickel A	138¾	145
Genstar	27¾	27⅞
Gt-West Life	140	140
Gulf Canada	131	128
Hawk Sid. Can.	17⅝	18
Hollinger Arg. A	46	46
Hudson Bay Mng.	35½	34¾
Hudson's Bay	28	27¼
do. Oil & Gas	108	108
Husky Oil	63	63¼
IAC	11⅝	11⅝
Imasco	42¼	42¾
Imp Oil	47½	47⅝
Inco	31⅛	30¼
Indal	12⅜	12½
Interpr Pipe	12	19⅛
Kaiser Res.	35⅝	34¼
Mac. Bloedel	32⅞	30⅛
Marks & Spencer	8	8⅛
Massey Ferg.	11⅞	11⅝
McIntyre Mines	90¾	84
Merland Explor.	25⅛	24⅝
Moore Corp	37⅞	37⅞
Mountain State	12⅝	16¾
Nat. Sea Prods A	10½	17
Noranda Mines	20½	27
Norcen Energy	32⅝	37
Nthn. Telecom	47⅝	47⅝
Numac Oil & Gas	45⅝	46½
Oakwood Pet.	12	16
Gmni	2.70	2.80
Pacific Copper	2.48	2.30
Pan can Petrol.	71	69
Patino	30	29½
Placer Dev.	31¼	33
Power Corp.	16⅛	10⅞
Quebec Strgn.	4.80	4.50
Ranger Oil	29¼	29¼
Reed Paper 8 Pf	11¼	11¼
Reed Stenhs A	8½	8½
Rio Algom	35⅝	38⅛
Royal Bank	44½	45⅝
Royal Trustco A	14	15⅞
Sceptre Res.	13¼	13¼
Seagram	86	82¾
Shell Can A	34⅛	34¾
Steel of Can A	28½	29¼
Teck B	33	34
Texaco Canada	78	79½
Thomson News A	14½	14
Toronto Dom Bk.	26¾	27
Transcan Pipe	25½	25⅝
Trans-Mntn Oil A	10¼	12⅞
Trizec	28½	28¼
Utd Siscoe Mines	14¼	14⅛
Walker (Hrm)	38¾	38¾
Warrior Res.	3.80	3.85
Westcoast Trans.	14⅛	14½
Weston (Geo)	27⅝	28

AUSTRIA

Feb. 4	Price %	+ or −
Creditanstalt	335	......
Landerbank	267	+1
Perlmooser	273	......
Semperit	106	......
Steyr Daimler	230	......
Veitscher Mag	355	+1

BELGIUM/LUXEMBOURG

Feb. 4	Price Frs.	+ or −
ARBED	2,070	......
Banq Ind a Lux	5,400	......
Bekaert B	2,130	......
Ciment CBR	1,000	−2
Cockerill	326	−13
EBES	2,610	−10
Electrobel	5,990	+20
Fabrique Nat	4,070	−130
GB-Inno	2,560	+105
GBL (Brux L)	1,640	+40
Gevaert	902	+2
Hoboken	5,000	......
Intercom	1,650	−5
Kredietbank	6,200	+100
Pan Holding	3,550	......

BELGIUM (continued)

Feb 1	Price Frs.	+ or −
Petrofina	3,700	−70
Royale Belge	6,710	+110
Soc Gen Banq	2,776	+20
Soc Gen Belge	1,625	−20
Sofina	3,530	+30
Solvay	2,490	−60
Traction Elect.	2,599	−55
UCB	1,384	+4
Union Miniere	812	+2
Vieille Mont	1,595	......

DENMARK

Feb 4	Price Kroner	+ or −
Andelsbanken	155	......
Baltica Skand	345	−2
Burm & Wain	70	−1
Cop Handelsbnk	118	......
D Sukkerfab	303	−0.75
Danske Bank	118.75	......
East Asiatic	137.25	−0.25
Finansbanken	155.50	......
Forenede Brygg	338.5	+0.5
Forenede Dampsk	167	......
GNT Nids	172.25	−0.50
Nord Kabel	150.0	......
Novo Ind	294.75	+1.25
Papirfabrikker	111	−0.6
Privatbanken	126	−0.25
Provinsbanken	128.5	......
Smidth (FL)	280.5	−0.75
S Berendsen	318	......
Superfos	107.75	......

FRANCE

Feb. 4	Price Frs.	+ or −
Emprunt 4½% 1973	1,215	−14
Emprunt 7% 1973	6,120	+37
CNE 3%	5,900	−10
Afrique Occid.	498	+2
Air Liquide	514	+5
Aquitaine	1,380	+15
Au Printemps	99.3	−0.7
BIC	561	−2
Bouygues	778	+6
BSN Gervais	1,048	+12
Carrefour	1,733	−2
Club Mediter	371.5	+6.5
CGE	359	+6.5
CSF (Thomson)	357	+8
Cie Bancaire	363	+15
Cie Gen Eaux	445.5	−1
Cofimeg	155.0	......
CCF	121.2	+0.2
Creusot Loire	68.4	+0.4
CFP	252.2	+4.1
DNEL	41.2	−0.7
Dumez	858	−5
Ferodo	520	+9.6
Gen. Occidental	305	+5
Imetal	88.8	+1.1
Lafarge	329.8	−0.2
L'Oreal	690	+6
Legrand	1,630	......
Machines Bull	71	+2.4
Matra	9,200	+130
Michelin B	809	+4
Moet-Hennessy	543	−13
Moulinex	84.2	−0.6
Paribas	225	+1.0
Pechiney	105.0	+0.1
Pernod Ricard	328	+1
Perrier	291	......
Peugeot-Cit	255	−4.0
Poclain	257	+10
Radiotech	302	−9.5
Redoute	437	+4
Rhone-Poulenc	127	+1.4
Roussel-Uclaf	258	+0.1
St-Gobain	109.0	+1.1
Skis Rossignol	1,010	−10
Suez	276	+1
Telemech Elect.	807	+7
Thomson Brandt	230	+2

GERMANY

Feb. 4	Price Dm.	+ or −
AEG-Telef	40.0	−0.3
Allianz Vers	380	+8
BASF	146.1	+5.7
BAYER	138	+0.6
Bayer-Hypo	246.5	+5.5
Bayer-Verein	285	+4
BHF-Bank	198.9	−0.1
BMW	163.4	+4.5
Brown Boveri	300	−1
Commerzbank	181.8	+2.8
Conti Gummi	55.8	−0.2
Daimler Benz	244.5	+5
Degussa	243.1	−1.6
Demag	107.5	+0.0
D'sche Babcock	258.0	−1
Deutsche Bank	268.5	+8
DU Schult	109.5	......
Dresdner Bank	167	+2.5
Dyck Zement	134.5	+4.0
GHH	209.5	+2.5
Hapag Lloyd	78.8	+1.0
Hoechst	129.8	−0.2
Hoesch	36.5	−0.8
Holzmann (P)	280	+8
Horten	124.5	+2.0
Kali und Salz	160.0	......
Karstadt	235.5	+0
Kaufhof	179	+5
KHD	212.7	+1.7
Kloeckner	66.5	+1.8
Krupp	66	......
Linde	318	−0.0
Lufthansa	77.0	−1.0
MAN	198.5	......
Mannesmann	125	+0.2
Mercedes Hlg	206	−1
Metallgesell	279	+15
Muench Ruck	620	+10
Preussag	182	+0.7
Rhein West Elect	189.5	+0.8
Rosenthal	240	......
Schering	205.5	+1.5
Siemens	238	+2.1
Thyssen	84.5	+0.6
Varta	159.8	+0.3
Veba	101.0	+1.8
Verein-West	270	+2
Volkswagen	180.5	+1

HOLLAND

Feb. 4	Price Fls.	+ or −
ACF Holding	78.8	+1.4
Ahold	82.8	+1.8
AKZO	25.5	+1.5
ABN	393	+4
AMEV	102.5	......
AMRO	63.7	+2.0
Bredero Cert	223.2	+9.3
Bos Kalis	103	......
Buehrmann-Tet	50.5	+9.0
Caland Nidgs	27.5	+1.0
Elsevier	234	−1
Ennia	138	−0.2
Euro Com Tst	72.6	......
Gist. Brocades	54.3	+0.7
Heineken	71.9	+0.5
Hoogovens	32.4	+0.9
Hunter Douglas	22.3	......
Int-Mueller	27.0	+0.9
KLM	74.8	+3.2
Naarden	18.4	+1.2
Nat Ned Cert	119	+0.5
Ned Cred Bank	52.2	+9.1
Ned Mid Bank	234.5	+1.5
Nedlloyd	83	+0.6
Oce Grinten	125.6	+5.6
OGEM	10.5	......
Ommeren (Van)	230.0	+2.0
Pakhoed	37.2	+1.2
Philips	20.5	+0.3
Rijn-Schelde	54	+0.4
Robeco	174	+1
Rodamco	107.5	+1.0
Rolinco	102	+1
Rorento	107.4	......
Royal Dutch	158.6	+1.3
Slavenburg's	227.7	......
Tokyo Pac Hg	135	......
Unilever	116	+1
Viking Res	89	+0.2
VMF-Stork	36.5	+0.2
VNU	89	+1.3
Volker-Stevin	64.5	......
West Utr Bank	321	−1.5

ITALY

Feb. 4	Price Lire	+ or −
ANIC	25	......
Assicur Gen	50,090	+100
Banca Com'le	12,750	+155
Bastogi Fin	741	......
Fiat	1,865	+15
Finsider	87	−2
Italcementi	22,750	−20
Italsider	240	......
Montedison	188.5	+2.5
Olivetti	1,877	+26
Pirelli Co	2,028	+28
Pirelli SpA	738	+0
Snia Viscosa	688	+33.5
do. do. Priv	436	+5

NORWAY

Feb. 4	Price Kroner	+ or −
Bergens Bank	110	......
Borregaard	78	+4
Creditbank	126.6	......
Elkem	80	+1
Kosmos	470	......
Norsk Hydro	575	+10
Storebrand	123	......

SWEDEN

Feb. 4	Price Kroner	+ or −
AGA	160	−1
Alfa-Laval	118	+2
ASEA	90	+0.5
Atlas Copco	77	+2
Bofors	170	......
Cellulosa	154	+3
Electrolux	102	−1
Ericsson	104	+2
Esselte	140	−1
Fagersta	108	+0
Granges	80.5	......
Mo och Dom	112	+6
Saab-Scania	78.5	+1.0
Sandvik	246	−3
Skandia	251	−3
Skan Enskilda	120	−2
SKF	71	......
St.Kopparberg	177	−3
Sven Handelsbn	61.5	......
Tandstik	21.0	−0.5
Uddeholm	23	+7
Volvo	77.0	−1.0

SWITZERLAND

Feb. 4	Price Frs.	+ or −
Alusuisse	1,300	+19
Brown Boveri	1,850	+0
Ciba-Geigy	1,240	+20
do (Part Certs)	990	+16
Credit Suisse	2,400	......
Elektrowatt	2,670	+8
Fischer (Geo)	795	+0
Hoff-RochePtCts	82,500	−1000
Hoff-Roche 1/10	8,275	−50
Interfood	5,450	+100
Jelmoli	1,450	......
Landis & Gyr	1,466	......
Nestle	3,560	−10
Oer-Buhrle	2,800	......
Pirelli	265	+2
Sandoz (Br)	4,175	......
Sandoz (Pt Cts)	530	......
Schindler(Pt Cts)	360	......
Swissair	795	−2
Swiss Bank	416	+1
Swiss Reinsce.	6,026	+25
Swiss Volksbk.	1,950	......
Union Bank	3,595	......
Winterthur	2,220	......
Zurich Ins.	10,975	+25

AUSTRALIA

Feb. 4	Price Aust. $	+ or −
ANZ Group	4.78	−0.05
Acrow Aust	1.00	......
Allstate Expl	1.60	+0.15
Ampol Pet	1.40	−0.04
Ast. Pulp Pap	2.59	......
Audimco	0.32	......
Aust Cons Ind	2.15	+0.03
Aust Guarant	1.43	......
Aust Nat Inds	2.28	......
Aust Paper	1.22	−0.02
Bamboo Creek	9.32	−0.07
Bank NSW	3.30	−0.08
Blue Metal	1.60	+0.25
Bond Hldgs	2.15	−0.11
Borel	2.50	......
Bi'ville Copper	3.85	+0.20
Brambles Inds	2.30	−0.05
BHP	13.00	−0.25
Brunswick Oil	0.27	......
CSR	6.00	+0.20
Carlton & Utd	1.95	−0.01
Cockburn Cemt	1.35	......
Coles (G.J.)	2.10	+0.02
Comalco	4.98	−0.03
Cons Gold	7.40	+0.28
Containers	2.70	......
Conzinc Riotin	6.20	+0.14
Costain	2.90	+0.10
Crusader Oil	2.70	+0.20
Gunlop	0.89	+0.01
Elder Smith GM	3.45	+0.05
Endeavour Res	0.46	......
Escor	0.88	......
Gen Prop Trust	1.60	−0.02
Hamersley	4.25	+0.10
Hartogen Energy	3.36	+0.02
Hooker	1.09	......
ICI Aust	2.65	+0.05
Jennings	0.95	......
Jimberlana Min	2.20	......
Jones (G)	1.60	−0.01
Kia Ora Gold	0.42	−0.01
Lennard Oil	1.70	−0.05
MIM	3.10	−0.08
Meekatharra Ms	2.40	+0.30
Metramar Min	0.35	+0.05
Monarch Pet	0.07	......
Myer Emp	1.62	−0.01
Nat Bank	3.36	+0.15
News	2.10	−0.05
Nicholas Int	1.30	......
North Bkn Hill	2.38	+0.03
Oakbridge	4.40	−0.60
Otter Expl	2.00	+0.32
Pancon	8.59	+0.20
Pan Pacific	0.12	......
Pioneer Conc.	2.58	......
Queen Marg't G	0.52	......
Reckitt & Coln	3.00	−0.05
Santos	6.60	−0.04
Sleigh (H.C.)	1.43	+0.08
Southland Mng	0.50	......
Spargos Expl	0.52	−0.03
Thos Natwide	2.18	......
Tooheys	2.06	+0.01
Tooth	2.62	+0.14
Utah Mining	4.71	−0.19
Vamgas Consdt	0.83	+0.08
Waltons	0.87	+0.01
Western Mining	4.63	+0.14
Woolworths	1.44	......
Wormald Intl	3.15	+0.03

HONG KONG

Feb. 4	Price H.K. $	+ or −
Cheung Kong	22.0	+0.5
Cosmo Prop	2.05	......
Cross Harbour	10.30	......
Eastn Asia Nav	8.40	−0.05
Hang Seng Bank	137	+5
HK Electric	8.35	−0.15
HK Kowloon Wh	68.00	+0.0
HK Land	14.0	+0.6
HK Shanghai Bk	21.0	+0.5
HK Telephone	60	+1.00
Hutchison Wpa	9.10	+0.15
Jardine Math	18.00	+0.09
New World Dev	4.75	+0.28
O'seas Trust Bk	5.90	+0.05
SHK Props	20.0	+0.01
Swire Pac A	10.30	+0.10
Wheel'k Mard A	4.82	+0.07
Wheel'k Marit'e	5.10	......

JAPAN

Feb. 4	Price Yen	+ or −
Ajinomoto	578	−4
Amada	632	+18
Asahi Glass	370	......
Bridgestone	540	+12
Canon	641	−15
Citizen	360	+1
Daiei	869	+1
DKB	677	−0
Dai Nippon Ptg	641	......
Daiwa House	362	−8
Daiwa Seiko	293	......
Ebara	571	−2
Eisai	1,080	−20
Fuji Bank	410	......
Fuji Film	515	−5
Fujisawa	565	−10
Fujitsu Fanuc	3,550	+60
Green Cross	1,740	......
Hasegawa	633	−2
Heiwa Rl Est	645	......
Hitachi	265	......
Hitachi Koki	511	−6
Honda	610	−8
House Food	725	−1
Hoya	812	......
Ito Ham	681	−1
Ito-Yokado	1,020	+10
JACCS	460	−2
JAL	2,570	......
Jusco	900	......
Kajima	285	+6
Kao Soap	418	+2
Kashiyama	615	−6
Kikkoman	570	......
Kirin	418	−2
Kokuyo	1,090	−10
Komatsu	345	+6
Komatsu Fift	658	−8
Konishiroku	458	......
Kubota	301	......
Kumagai	374	−5
Kyoto Ceramic	5,650	+20
Lion	390	......
Maeda Cons	500	−2

JAPAN (continued)

Feb. 1	Price Yen	+ or −
Makita	1,110	......
Marubeni	387	+1
Marudai	643	+11
Marui	756	......
Matsushita	726	−10
M'ta Elec Works	569	−8
M'bishi Bank	412	......
M'bishi Corp	720	−5
M'bishi Elec.	305	......
M'bishi Rl Est	437	+1
MHI	162	......
Mitsui Co	385	+11
Mitsui Rl Est.	870	−5
Mitsukoshi	439	+3
NGK Insulators	403	−1
Nippon Denso	1,240	......
Nippon Gakki	735	−9
Nippon Meat	434	+1
Nippon Oil	1,850	+20
Nippon Shinpan	820	+1
Nippon Steel	153	+1
Nippon Suisan	317	+1
NTV	5,350	+4
Nissan Motor	725	+4
Nisshin Flour	380	−2
Nisshin Steel	175	+1
Nomura	456	+11
NYK	330	−5
Olympus	760	−6
Orient	931	−9
Pioneer	1,880	−30
Renown	566	−7
Ricoh	632	......
Sanyo Elec	405	+2
Sapporo	238	+1
Sekisui Prefab	730	−5
Sharp	520	−13
Shiseido	960	......
Sony	1,690	−20
Stanley	456	+6
S'tomo Marine	285	......
Taihei Dengyo	710	......
Taisei Corp	311	−2
Taisho Pharm	589	−1
Takeda	524	......
TDK	1,880	−2
Teijin	151	−1
Teikoku Oil	940	−16
TBS	565	+5
Tokio Marine	648	......
Tokyo Elect.Pwr	910	−5
Tokyo Gas	121	−2
Tokyo Sanyo	835	−8
Toshiba	199	−1
Tokyo Corp	240	......
TOTO	450	−5
Toyo Seikan	449	−1
Toyota Motor	808	−7
Victor	1,100	−30
Wacoal	745	−1
Yamaha Motor	919	−1
Yamazaki	515	−5
Yasuda Fire	310	−2
Yokogawa Bdge	514	......

SINGAPORE

Feb. 4	Price $	+ or −
Boustead Bhd	4.22	−0.12
Cold Storage	2.84	−0.01
DBS	6.40	−0.05
Fraser & Neave	6.30	−1.5
Hew Par	2.08	−0.04
Inchcape Bhd	2.52	−0.01
Malay Banking	8.5	−0.05
Malay Brew	5.40	......
OCBC	8.1	−0.1
Pan Elect	1.74	−0.04
Sime Darby	4.14	−0.04
Straits Trdg	9.0	−0.15
UOB	4.10	......

SOUTH AFRICA

Feb. 4	Price Rand	+ or −
Abercom	2.95	......
AE & CI	5.90	+0.15
Anglo Am. Cp	15.25	......
Barlow Rand	8.90	+0.20
Buffels	96.25	+0.75
CNA Investe	3.80	......
Currie Finance	1.47	+0.02
De Beers	10.40	+0.15
East Drie	20.25	+0.50
FS Geduld	54.75	+0.25
Gold Fields SA	71.00	+0.75
Highveld Steel	4.15	−0.10
Hulett's	6.15	+0.05
Kloof	30.25	−0.25
Nedbank	5.35	......
OK Bazaars	14.00	+0.25
Protea Hldgs	5.10	+0.10
Rembrandt	6.80	......
Rennies	2.90	......
Rust Plat	8.00	......
Sage Hldgs	2.45	......
SA Brews	6.87	+0.07
SAPPI	6.30	......
Smith CG Sugar	10.40	+0.10
Sorec	1.55	+0.10
Tiger Oats	15.70	+0.20
Unisec	6.00	+0.05

Financial Rand US$1.04
(Discount of 15%)

BRAZIL

Feb. 4	Price Cruz	+ or −
Acesita	1.54	−0.02
Banco Brasil	3.77	−0.05
Banco Itau	1.60	......
Belgo Min	2.65	−0.06
Lojas Amer	1.40	......
Petrobras PP	2.20	−0.01
Pirelli	1.20	−0.11
Souza Cruz	3.20	+0.11
Unip PE	5.40	......
Vale Rio Doce	4.10	−0.20

T'over Cr.350.9m. Vol. 148.2m.
Source: Rio de Janeiro SE.

Spanish prices, Page 22

NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. § Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

Indices

NEW YORK—DOW JONES

	Feb. 1	Jan. 31	Jan. 30	Jan. 29	Jan. 28	Jan. 25	1979-80 High	1979-80 Low	Since Compiln High	Since Compiln Low
◆ Industr'ls	881.48	875.85	881.91	874.40	878.58	876.11	887.61 (5/10)	796.67 (7/11)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me B'nds	71.01	71.25	71.24	71.36	71.44	71.88	86.10 (18/8)	71.01 (1/2/80)	—	—
Transport	283.56	281.60	280.82	277.17	277.07	275.86	283.56 (1/2/80)	205.78 (27/2)	281.63 (31/1/80)	12.23 (8/7/32)
Utilities	110.32	110.15	108.27	107.75	107.75	107.58	110.32 (1/2/80)	98.24 (24/10)	163.32 (20/4/69)	10.58 (28/4/42)
Trading Vol. 000's	40,610	55,300	61,170	50,480	53,620	47,780	—	—	—	—

◆Day's high 884.64 low 866.00

Ind. div. yield %	Jan. 25	Jan. 18	Jan. 11	Year ago (approx)
	6.40	6.40	6.30	5.66

STANDARD AND POORS

	Feb. 1	Jan. 31	Jan. 30	Jan. 29	Jan. 28	Jan. 25	1979-80 High	1979-80 Low	Since Cmpil'n High	Since Cmpil'n Low
‡Indust'ls	130.15	128.89	130.28	129.85	129.75	128.78	130.28 (30/1/80)	107.08 (27/2)	134.64 (11/1/73)	3.52 (30/6/32)
§Composite	115.12	114.16	115.20	114.07	114.85	113.61	115.28 (30/1/80)	96.13 (27/2)	125.85 (11/1/73)	4.40 (1/6/32)

	Jan. 30	Jan. 23	Jan. 16	Year ago (approx)
Ind. div. yield %	4.89	4.27	5.11	4.82
Ind. P/E Ratio	8.22	8.14	7.95	8.00
Long Gov. Bond Yield	11.16	10.58	10.06	8.64

N.Y.S.E. ALL COMMON

Feb. 1	Jan. 31	Jan. 30	Jan. 29	1979-80 High	1979-80 Low
66.08	65.61	66.14	65.49	66.14 (30/1/80)	53.88 (27/2)

Rises and Falls	Feb. 1	Jan. 31	Jan. 30
Issues Traded	1,868	1,908	1,903
Rises	786	828	804
Falls	672	612	630
Unchanged	410	320	370
New Highs	159	224	102
New Lows	32	08	38

MONTREAL

	Feb. 1	Jan. 31	Jan. 30	Jan. 29	1979-80 High	1979-80 Low
Industrial	371.28	371.62	368.98	357.66	371.62 (31/1/80)	218.19 (2/1)
Combined	343.89	344.71	341.84	338.76	344.71 (31/1/80)	225.50 (2/1)
TORONTO Composite	2052.6	2027.7	2028.9	1986.7	2052.6 (1/2/80)	1618.8 (2/1)

	Feb. 4	Feb. 1	Jan. 31	Jan. 30	1979-80 High	1979-80 Low
AUSTRALIA Sydney All Ord. (1/1/80)	874.00	870.14	862.87	855.17	874.00 (4/2/80)	545.72 (2/1/79)
Metals & Minls (1/1/80)	5906.81	5868.32	5825.79	5703.88	5906.81 (4/2/80)	2587.54 (2/1/79)
AUSTRIA Credit Aktien (2/1/62)	68.81	68.59	68.66	68.63	69.40 (7/1/80)	61.55 (2/8)
BELGIUM Belgian SE (31/12/63)	105.35	105.59	105.26	105.06	109.47 (5/10)	98.59 (3/1/79)
DENMARK Copenhagen SE (1/1/73)	91.39	91.64	91.56	91.48	97.40 (25/7)	91.39 (4/2/80)
FRANCE CAC General (29/12/61)	(u)	109.4	109.7	109.5	115.1 (5/10)	92.4 (16/2)
Ind Tendance (29/12/78)	107.3	107.0	107.1	106.3	107.3 (4/2/80)	95.9 (5/1/80)
GERMANY FAZ-Aktien (31/12/58)	232.05	229.29	227.55	224.6	235.88 (16/1/79)	218.11 (21/1/80)
Commerzbank (Dec. 1953)	729.5	720.40	715.8	706.9	853.99 (16/1/79)	689.3 (21/1/80)
HOLLAND ANP-CBS General (1970)	85.7	84.5	84.9	84.5	94.2 (24/1/79)	81.9 (21/1/80)
ANP-CBS Indust. (1970)	68.1	67.2	67.6	67.0	85.6 (24/1/79)	65.5 (21/1/80)
HONG KONG Hang Seng Bank (31/7/64)	920.61	893.77	887.50	813.56	936.65 (28/1/80)	493.35 (2/1/79)
ITALY Banca Comm. Ital (1972)	92.64	92.25	90.89	90.95	93.03 (4/10)	68.39 (2/1/79)
JAPAN Dow Average (16/5/49)	6794.21	6777.84	6768.16	6776.80	6796.53 (2/2/80)	5925.87 (10/4)
Tokyo New SE (4/1/68)	468.94	467.77	467.66	468.10	468.99 (2/2/80)	435.13 (15.7)
NORWAY Oslo SE (1/1/72)	135.58	134.88	133.47	138.39	142.22 (13/12)	74.46 (16/1)
SINGAPORE Straits Times (1966)	476.79	474.59	469.81	466.36	474.59 (1/2/80)	340.34 (23/2)
SOUTH AFRICA Gold (1958)	(u)	554.8	(u)	542.9	698.9 (14/1/80)	228.49 (1/74)
Industrial (1958)	(u)	469.2	(u)	459.6	475.0 (15/1/80)	270.58 (2/1/79)
SPAIN Madrid SE (29/12/78)	(c)	100.49	100.35	105.15	102.22 (18/1/80)	99.91 (13/1/80)
SWEDEN Jacobson & P. (1/1/58)	377.51	374.78	374.88	379.21	401.54 (9/2)	331.57 (24/9)
SWITZERLAND Swiss Bank Cp. (31/12/58)	311.5	311.5	311.2	309.6	328.18 (2/5)	284.00 (5/1/79)
WORLD Capital Intl. (1/1/70)	—	139.6	139.8	139.9	139.9 (31/1/80)	122.2 (1/5)

Base values of all indices are 100 except NYSE All Common—50; Standard and Poors—10; and Toronto—1,000: the last named based on 1975. † Excluding bonds. ‡ 400 Industrials. § 400 Industrials plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavailable.

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Closing price	Change on day
Rosario Rsrcs.	1,070,700	74½	−½
Howard Johnson	955,200	23¾	−7¾
Mobil	720,100	61	+2½
Texaco	639,700	35¼	+⅛
Chrysler	614,800	10⅞	+¾
Amer. Tel. Tel.	543,000	50¾	+⅛
Baxter Lab.	503,700	42⅜	+⅝
Exxon	441,000	62⅞	+2
Westng. Electric	424,300	25⅞	−⅛
Citicorp	402,800	21⅞	—

COMMODITIES and AGRICULTURE

Copper leads metal price shake-out

BY OUR COMMODITIES STAFF

LONDON'S metal traders returned from their weekend break yesterday convinced that prices of copper and other base metals had been pushed far too high last week.

The result was a sharp sell-off, which left cash copper wirebars £59 down at £1,235.5 a tonne and trimmed significant amounts off lead and zinc prices.

Prices fell quickly in thin and nervous trading during the morning, but steadied in the early afternoon in response to a steadier-than-expected opening on the New York market.

The downward trend was quickly re-established, however, with sellers of existing "long" positions being joined by new speculative sellers.

Dealers said the decline was also influenced by news that striking Chilean copper workers had returned to work and by a general lack of fresh physical demand. They also noted that this is Comex Copper Club Week so many leading New York traders were "otherwise engaged."

A slightly bullish factor was the 2,325 tonnes fall in London Metal Exchange warehouse stocks last week, which was rather larger than expected. Copper stocks now stand at 116,400 tonnes.

In Australia meanwhile the Electrolytic Refining and Smelting Company of Australia and Mount Isa Mines both raised their copper prices. The ERS price went up from $A2,560 (£1,257.4) to $A2,620 a tonne and MIM's from $A2,540 to $A2,640.

The London Metal Exchange lead price also fell very sharply, initially on hedge-selling and later on long liquidation and stop-loss orders in sympathy with copper. Trade buying and short covering encouraged a slight rally around lunchtime but by the close cash lead was £27 down at 468 a tonne.

The £13 fall in cash zinc to £357 a tonne was mainly due to spill-over sentiment from the copper and lead declines, as was the £7.5 drop to £893 in the aluminium cash price.

A relatively modest fall was recorded by tin, with standard cash metal ending £57.5 down at £7,287.5 a tonne. This reflected the $M10 weekend decline in Penang, expectations of further arivals from the East, poor UK physical offtake resulting from the steel-workers' strike and a 175 tonnes rise to 3,290 tonnes in LME stocks when a small fall had been expected.

Other changes in LME stock levels were a 600 tonne fall to 15,075 tonnes for lead and a 100-tonne rise to 46,250 tonnes for zinc.

Ugandan tea estates recovery

BY JOHN MAKINSON

MITCHELL COTTS, the international trading group, expects its Ugandan tea estates to reach break-even point in around three years. The estates were appropriated by the Amin government in December 1972, but late last year a settlement was reached with the new administration allowing the group to resume management.

Following a visit to the area by a company team, Mitchell Cotts has drawn up a three-stage programme designed to restore the estates to their former production level. The first stage, which should be completed by July this year, will concentrate on rehabilitating the factories to permit weekly production of around 20 tonnes from the area, around one-third of the total, which can already be cultivated.

The second stage, which will bring the estates to the point of breaking even, will use around two thirds of the area and increase production to 65 tonnes a week. The final phase will restore production to its 1972 level of around 120 tonnes per week and should be completed in around five years from now.

The group also anticipates that production can be boosted to around 160 tonnes a week by 1987 through a factory extension. The estates, which were progressively abandoned under the Amin government, turned out only 700 tonnes of tea last year.

A labour force of around 5,000 will be needed to operate the 5,500 acres of land, according to Mr. A. P. Ballantyne-Evans, a Cotts director. He says that a big problem will be to fix wages at a time when inflation has sent basic food prices soaring.

Numerous practical problems face the group, including the shortage of spare parts for machinery and the unavailability of tea chests. The factories are in delapidated condition and many of the tea plants have grown to a height of 20 ft.

The settlement between Mitchell Cotts and the government of president Binaisa will result in the incorporation of a company owned 51 per cent by Uganda, with the remainder held by Cotts. Mr. Ballantyne-Evans said he hoped that the final joint venture agreement could be signed by mid-April.

● The first Rhodesian teas to reach the London tea auctions since UDI were sold yesterday at 127p per kilo for 20 chests of Pekoe Dust from Eastern Highlands Tea Estates.

Auctions postponed

NEW DELHI — Tea auctions in Calcutta scheduled for yesterday and today have been postponed because of labour problems at Calcutta port.

The Calcutta Tea Traders Association said labour agitation since January 14 had made it difficult to ship tea.

The 350 part-time workers of the Calcutta Tea Workers Board, who move tea from warehouses in the port, first struck last November, demanding higher wages and regular employment, but called off their action in December to facilitate negotiations.

India's tea production fell by 25.2m kilos to an estimated 545.7m kilos in 1979, the United Planters Association of South India (UPASI) said yesterday.

Soviet meat output may fall

By Rupert Cornwell in Rome

SOVIET meat production may fall 1m tonnes this year from the 15.4m tonnes of 1979, and egg output is expected to be 5 per cent lower following the suspension by President Carter of American grain and soyabean shipments to Russia.

This was predicted in a report issued here by the Food and Agriculture Organisation (FAO) analysing the likely impact of Washington's measures after the invasion of Afghanistan. If this year's Soviet harvest is as poor as 1979's 179m tonne yield, even more drastic cuts, of up to 17 per cent, could ensue for 1981 meat production.

The FAO forecast that Soviet grain imports for the year ending June 30, 1980, would fall 7m tonnes short of the 32m tonnes anticipated before the suspension of shipments. This assumes that U.S. dockworkers will end their loading boycott by March or April, permitting shipment of 2.5m tonnes of USSR-bound grain which was not restricted under the U.S. action.

Estimates were that even *before the embargo* Soviet grain stocks would drop from 30m tonnes in 1979 to 20m tonnes before 1980 harvests. Reasoning that depleting grain stocks by another 7m tonnes would be too risky, the analysis concluded that the USSR would be more likely to reduce meat production.

Sugar rises still further

By Our Commodities Staff

WORLD SUGAR values, already at five-year highs, rose still further yesterday in spite of a shaky start.

The May position on the London futures market slipped to £229.75 a tonne soon after the opening, but then moved steadily higher, reaching £242.75 a tonne at one stage. At the close it was quoted at £239.90 a tonne, £4.125 above Friday's closing level.

In the morning the London daily raw sugar price was fixed £2 higher at £223 a tonne.

Dealers said the price rally was prompted by reports by a cyclone near Mauritius and further concern over drought in China. They said much of the buying was speculative.

EGG PRODUCTION

Alternatives to the battery system

BY RICHARD MOONEY

WITH THE RSPCA reportedly planning a campaign against battery egg production this spring, Britain's intensive poultry farmers are keen to find evidence to support their much-maligned trade. To this end the National Farmers' Union is preparing a reasoned defence to be circulated among MPs.

This document can be expected to lay heavy stress on the expense of alternative systems of egg production. But what are the relative costs? No one really knows. From time to time comparative studies are undertaken but there has been little such work in Britain over the past ten years.

Past studies have always come out strongly in favour of batteries from an economic point of view but anti-battery campaigners believe subsequent technical developments have *narrowed the cost gap considerably.*

Recognising this the Royal Agricultural Society of England recently started a programme to compare batteries with one of the alternatives—deep litter —at the National Agricultural Centre in Stonleigh, Warwickshire.

In November the NAC poultry unit converted an unused henhouse to deep litter—an indoor *semi-free range system* in which the hens roam on a floor covered with wood-shavings and hopefully lay their eggs in nesting boxes. Production of the 710 hens installed there is being compared with that of 4,320 sister hens of the same breed and age in a battery-cage house.

The Society admits that the experiment, which is scheduled to last 58 weeks, has not been going long enough yet for a meaningful comparison, but it has nevertheless published some early findings which indicate a far-from-hopeful future for the *deep-litter system.*

"The main problem," said an article in the January issue of the *NAC News*, "is the number of dirty and cracked eggs — about 40 per cent of total production *is currently* being downgraded at the packing station because they are dirty, and about 8 per cent because of cracks. *Total egg numbers are* also down, not because the hens are laying less but because more are lost or broken."

The seriousness of such a large proportion of dirty eggs cannot be denied. Packing stations pay only 10-10½p a dozen for them compared with about 40p for clean eggs. And they are prevented from accepting washed eggs because of EEC rules. Washing eggs can introduce *bacteria through* the porous shells which can affect their keeping qualities.

Anti-battery campaigners such as Mr. Peter Roberts, general secretary of Compassion in World Farming, suspect however that the poor performance of the deep-litter hens owes as much to bad management as to the basic inadequacies of the system.

He believes the Society has *set out* to prove there is no viable alternative to batteries. "The choice of system suggests this. Deep-litter is a pretty old-hat system which has been tried and has *failed* many *times.* It is one of the least promising alter*natives,*" he dec*lared.*

IN the latest issue of its Poultry Forum journal the *NFU challenges anti-battery campaigners to demonstrate* "practical alternatives." Until this is done laying cages must be allowed to continue, the article says. NFU poultry experts claim a switch to one of the more extensive systems available at present would increase egg production costs by at least 30 per cent.

Mr. Roberts believes the straw yard and aviary systems offer *far better prospects. The former* is used in open-fronted houses with a 12 in layer of straw which generates its own heat. The latter involves enclosed houses—the latest are made from cheap plastic materials—with extensive perching *facilities.* Trials of these systems on the Continent have indicated that the incidence of dirty and cracked eggs could be reduced to as low as 2 or 3 per cent, Mr. Roberts claims.

These claims are supported by Mr. Philip Brown, a veterinary officer with the RSPCA. Mr. Brown is particularly hopeful on the prospects for aviaries, which can incorporate mechanised *egg collection* and automated feeding.

He has been trying for some time to persuade anti-battery groups to mount a study of their own into the possibilities of some such system but has run up against the super-compassionate attitude of many of his fellows. "They won't tolerate a *system* which does not allow the hens to die of natural causes," he said. "*My suggestions were thrown out* as soon as I mentioned that the hens would have to be slaughtered after two years (twice the normal battery hen's life span)."

The Royal Agricultural Society recognises the shortcomings of its present experiment, which it plans to extend to include yet another alternative — slatted floor houses. Mr. Bill Davies, manager of the poultry unit, admits that the dirty and cracked eggs figure should improve considerably as the hens get used to laying their eggs in the nesting boxes rather than on the floor. But he doubts that any system other than battery cages will ever reduce the figure as low as 2 or 3 per cent.

"I don't see any real alternative to batteries," Mr. Davies stated. *Hens* pecking each other and being panicked by mice and rats (often resulting in some birds *being smothered*) were problems with the extensive systems, he said. He also noted that the high cost of the litter or straw, which has to be changed frequently, the better keeping qualities of battery eggs —"you will always get overlooked bad eggs turning up in other systems"—the increased use of labour and more disease all argued against the extensive systems.

The poultrymen are probably right in their assertion that the demise of the battery cage would mean dearer eggs but we may never know just how much dearer if the experimental work is left to the farmers. The anti-battery lobby's suspicion that the possibilities of the alternatives to batteries have been pre*judged unfavourably by the* farming community certainly seem to be borne out by Mr. Davies' attitude.

If the campaigners want a more compassionate system for egg production to be found they will probably have to find it themselves.

Ministers tough message to farmers

BY JOHN CHERRINGTON, AGRICULTURAL CORRESPONDENT

BRITISH farmers will have to get their rewards in future *through their ability to exploit* markets both here and overseas. This was the message that the Minister of Agriculture, Mr. Peter Walker, gave to the Hampshire NFU yesterday.

The Government, he added, had done its part by devaluing the Green Pound and practically abolishing MCAs in consequence. Farmers were now more or less on equal trading terms with those in Europe.

He admitted the serious effects on farmers of the high cost of borrowing, of oil and wages, but could promise them little in the way of direct recoupment. High interest rates, he claimed, were part of the price to be paid for national solvency. He would oppose any increase in Common Market prices for products in surplus, particularly milk and sugar.

Mr. Walker warned of the danger of consumer resistance to higher milk and other prices and for that reason advised farmers to look very hard at ways to improve their marketing, probably in partnership with food processing interests.

UK cocoa grindings fall

By Kim Fuad in Caracas

UK cocoa bean grindings fell 10.9 per cent to 14,700 tonnes during the final quarter of 1979 from 16,500 tones in the corresponding 1978 period, the Ministry of Agriculture announced yesterday.

Grindings in the third quarter 1979 totalled 12,300 tonnes.

BRITISH COMMODITY MARKETS

BASE METALS

COPPER—Fell heavily on the London *Metal Exchange following* large-scale speculative and stop-loss selling. Forward metal opened the pre-market around the £1,284 level and quickly dropped to around £1,265 in thin trading reflecting market opinion that the recent speculative buying of copper had been overdone. The selling continued throughout the morning rings with chartist selling also in evidence as the price *fell* below £1,250. Closing quotation on the morning Kerb was £1,242. In the afternoon, three months edged up to the mid-£1,240's influenced by a steady opening trend on Comex but subsequently dipped again to the day's low of £1,232 on speculative short selling prior to closing the late Kerb at £1,238. Turnover: 16,350 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	1255-7	-58.5	1235-5	-59
3 months	1251-2	-56	1235-7	-54.5
Settlem't	1257	-58	—	......
Cathodes				
Cash	1206-7	-47.5	1190-1	-59
3 months	1224-5	-49	1208-10	-58.5
Settlem't	1207	-48	—	......
U.S. Prod	—	......	*121-35	......

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £1,255, 56; three months £1,262, 58, 57, 56, 58, 56, 55, 53, 50, 47, 45, 43, 42, 43, 44, 45, 50, 52, 50, 47, 51, 52, 53, 54, 53, 52. Cathodes: Cash £1,207; three months £1,225, 24. Karb: Wirebars: Three months £1,252, 50, 52, 51, 49, 47, 46, 43, 44, 43, 42, 43, 44. Afternoon: Wirebars: Cash £1,237, 38; three months £1,243, 45, 42, 41, 42, 43, 44, 45, 44, 43, 42, 43, 42, 41, 40, 39, 37, 36, 35, 34, 33, 34, 35, 37, 38, 37, 36, 35, 36. Cathodes: Cash £1,191. Kerb: Wirebars: Three months £1,241, 40, 38, 37, 36, 38.

TIN—Easier following an unexpected rise in warehouse stocks. Forward metal opened on a steady note, despite the fall at Penang, but eased back to around £7,300 in quiet trading owing to the stocks *rise.* In the *afternoon,* covering against U.S. physical demand held the market steady at £7,300 before the late turndown in copper caused *modest selling* of tin which dipped to close the late Kerb at £7,285. Turnover: 870 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	7245-50	-72.5	7220-30	-70
3 months	7285-300	-65	7285-300	-67.5
Settlem't	7250	-80	—	......
Standard				
Cash	7245-50	-72.5	7220-30	-70
3 months	7285-90	-65	7226-90	-67.5
Settlem't	7250	-80	—	......
Straits E.	‡1915	-10		......
New York	—	......		......

Morning: Standard: Cash £7,245, 50; three months £7,300, 7,290, 80, 85. Kerb: Standard: Three months £7,300, 7,280, 7,300. Afternoon: Standard: Cash £7,240, 30; three months £7,300, 7,295, 90. *Kerb:* Standard: Three months £7,280, 75, 80, 7,270, 80.

LEAD—Sharply lower in thin and nervous trading following the decline in *copper.* *Fears that the recent* speculative and investment demand for lead had been overdone together with the shake-out in copper prompted widespread stop-loss and speculative selling on the pre-market where forward metal fell from £490 to £468. Thereafter the price drifted back to close the late Kerb at £461.5 with some support noted below the £460 level. Turnover: 5,850 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Cash	472-4	-24	467-9	-27
3 months	464-5	-28.7	460-1	-29
S'ment	474	-23.5	—	......
U.S. Spot	—	......	*50	......

Morning: Cash £465, 68, 67; three months £465, 62, 60, 58, 55, 53, 55, 56, 57, 58, 61, 60, 61, 63, 64, 66. Kerb: Three months £465, 60, 59, 60, 458, 460. Afternoon: Cash £467; three months £460, 62, 59, 60, 62. Kerb: Three months £463, 62, 61, 60, 61.

ZINC—Easier with the market tending to follow copper and lead. Forward metal drifted in quiet trading throughout the day, falling from around £374.5 to close the late Kerb at £367.5. Turnover: 4,575 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Cash	359-60	-8	356-8	-15
3 months	374-.5	-4	370-1	-14
S'ment	360	-8	—	......
Primw'ts	—	......	*37.5	......

Morning: Cash £360; three months £374, 74.5, 75, 74.5, 74. Kerb: Three months £373, 71, 72, 71, 73. *Afternoon:* Three months £372, 73, 72, 71, 70.5, 70, 71. *Kerb: Three months £370, 68.*

ALUMINIUM—Lost ground along with other metals. Forward metal opened the pre-market at £910 but failed to *attract any fresh buying as the weak* performance by copper prompted general liquidation of aluminium, which slipped back throughout the day to close the late Kerb at £900.5. Turnover: 2,750 tonnes.

Alumin'm	a.m. Official	+ or —	p.m. Unoffic'l	† + or —
	£	£	£	£
Spot	894-5	-8	892-4	-7.5
3 months	904-5	-6	903-4	-8

Morning: Cash £895; three months £904, 03, 06, 05.5, 05. Karb: Three months £903, 02, 04. Afternoon: Three *months £905, 03, 04, 03, 02, 03. Kerb:* Three months £903, 02, 900, 900.5, 900, 01.

NICKEL—Down in line with the *general trend* in *base-metal prices,* although some good buying from one quarter helped steady the market on the morning Kerb. Forward metal *opened* at £3,180 and fell to £3,110 before good support prompted a modest rally to £3,120. This buying dried up in the afternoon, however, *with forward metal* finally quoted on the late Kerb at £3,105. Turnover: 618 tonnes.

NICKEL	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
Spot	2980-3000	-55	2980-3000	-75
3 months	3105-10	-67.5	3100-10	-88

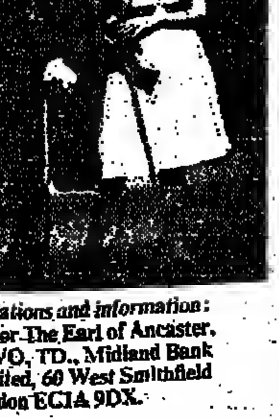
Morning: Three months £3,140, 30, 20; 3,100, 3,090, 3,100, 3,090, 95, 3,100, 3,105, 10. Kerb: Three months £3,120, 3,105, 3,110, 3,115. Afternoon: Three *months* £3,100, 3090, 3,100. Kerb: Three months £3,100, 05, 15.

* Cents per pound. ‡ $M per picul. † On previous unofficial close.

SILVER

Silver was fixed 38.2p an ounce lower *for spot delivery* in the London bullion market yesterday at £15.168. U.S. cent equivalents of the fixing levels were: spot $34.5, down 81.4c; three-month $34.452, down 92.5c; *six-month* $34.187, down $1.077; and 12-month $33.974, down $1.163. The metal opened at £14.95-15.60 ($34-35½) and closed at £14.45-15.10 ($33-34½).

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or —
Spot	1515.8p	-38.2	1455.5p	-94.5
3 months	1526.8p	-43.2	1468.5p	-102
6 months	1521.6p	-43.2	—	......
12months	1581.8p	-55.2	—	......



COCOA

Opening a little easier futures steadied during the afternoon session on a combination of renewed arbitrage and commission house buying closing at the highs of the day. Physicals remained largely ignored, both consumers and producers standing aside at current levels, reports Gill and Duffus.

COCOA	Yesterd'ys Close	+ or —	Business Done
March	1462-64	+8.0	1465-55
May	1475-77	+5.0	1479-62
July	1488-90	+11.5	1490-67
Sep	1508-09	+16.5	1510-486
Dec	1532-37	+14.5	1532-82
March	1550-60	+8.0	1546
May	1572-85	+9.0	1572-71

Sales: 2,690 (1,440) lots of 10 tonnes.

International Cocoa Organisation *(U.S. cents per pound):* Daily price Feb. 1 147.00 (146.35); Indicator price Feb. 4 15-day average 144.60 (144.40); 22-day average 144.05 (143.66).

COFFEE

London coffee futures maintained a steady tone despite opening with slight losses in some positions during mixed dealings, reports Drexel Burnham Lambert. During the afternoon prices held in a narrow range reflecting a disappointing New York performance. Towards the close trade participation boosted any otherwise small volume as prices closed at the daily *highs* in most positions, reports C. Czarnikow.

COFFEE	Yesterday's Close £ per tonne	+ or —	Business Done
March	1542-43	+5.0	1546-35
May	1548-49	+2.0	1563-44
July	1570-73	+2.0	1573-63
Sept	1586-88	+11.5	1589-73
Nov	1583-95	+13.0	1580-76
January	1570-80	-1.0	—
March	1550-75	-5.6	—

Sales: 2,644 (5,929) lots at 5 tonnes.

ICO Indicator prices for Feb. 1 (cents per pound). Other Mild Arabicas 163.33 (161.00). Robustas ICA 1976 159.50 (168.00). ICA 1968 159.75 (158.27). Unwashed Arabicas 213.00 (same). Comp. daily ICA 1968 181.56 (180.58).

GRAINS

LONDON GRAIN FUTURES—Grains opened unchanged in thin trading. Values eased on wheat to close 20-25p down on old crops and 10-20p down on new crops. Barley old crops saw great losses with March closing 50p lower on the day, new crops remained about steady to close unchanged to 5p lower, reports Acli.

Maize: U.S./French Feb. 117.50, March 118.50 transhipment east coast.

Barley: English Feed fob *Feb.* 100.50, March 102.50, April 104.50 east coast. Rest unquoted.

Mnth	WHEAT Yest'rdays close	+ or —	BARLEY Yest'rday close	+ or —
Mar.	99.95	-0.20	97.00	-0.50
May	104.15	-0.25	101.15	-0.40
Sept	96.25	-0.20	93.40	+0.05
Nov	100.00	-0.15	96.90	-0.05
Jan	103.75	-0.10	100.70	......

Business done—Wheat: March 100.15-99.95, May 104.30-104.15, Sept. 96.25-96.25, Nov. 100.05-100.00, Jan. 103.75-103.75. Sales 50 lots of 100 tonnes. Barley: March 97.50-97.00, May 101.55-101.15, Sept. 93.40-93.35, Nov. 96.95-96.90, Jan. no trade. Sales 192 lots of 100 tonnes.

IMPORTED—Wheat: U.S. Dark Northern Spring No 2 14 per cent Feb. 105, March 103.50 transhipment east coast. U.S. Hard Winter 13½ per cent Feb. 100.00, March 101.00 transhipment east coast.

HGCA—Location ex-farm spot prices. Feed barley: Eastern 95.90, E. Midlands 95.00, N. East 94.60, Scotland 94.00. Other milling wheat: Eastern 99.00, E. Midlands 98.50.

RUBBER

The London physical market opened steady, with little physical interest throughout the day, and closed on a quiet note. Lewis and Peat reported a Malaysian godown price of 354 cents a kg (buyer February).

No. 1 R.S.S.	Yest'rdays Close	Previous Close	Business Done
Mar.	81.00-81.10	80.15-80.70	81.20-80.60
Apr.	82.00-82.00	81.85-82.00	—
Apr.-Jne	83.85-84.00	83.20-83.40	84.10-83.50
Jly.-Sept	86.15-86.75	86.15-86.28	87.70-86.08
Oct-Dec	88.65-88.80	88.00-88.10	89.60-88.48
Jan-Mar	89.80-90.00	89.15-89.20	90.10-88.90
Apr-Jne	91.10-91.20	90.40-90.45	91.50-91.00
Jly-Sept	92.45-92.60	91.60-91.70	92.60
Oct-Dec	93.75-94.60	95.00-95.15	94.40-93.15

Sales: 745 (206) at 15 tonnes, 11 (14) at 5 tonnes.

Physical closing prices (buyer) were: Spot 80.50p (79.50p); March 79.25p (79.00p); April 80.75p (80.50p).

SOYABEAN MEAL

The London market opened with small losses on thin trading conditions, reports T. G. Roddick. Prices found some trade support during the afternoon session and the market closed with gains of up to 50p.

	Yest'rd'y Close	+ or —	Business Done
	£ per tonne		
February	120.10-20.5	+0.80	—
April	117.50-17.7	+0.46	117.50-16.90
June	118.60-18.7	+0.25	118.80-18.00
August	118.20-18.5	+0.10	118.20-18.00
October	117.20-17.5	+0.26	—
December	118.70-18.1	-0.25	118.50
February	121.10-22.0	-0.05	—

Sales: 51 (40) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE (raw sugar): £223.00 (£221.00) a tonne cif for Feb.-March shipment. White sugar daily price was £223.00 (same).

Scattered profit-taking developed at the opening when prices were some £3.00 below kerb levels. However buyers soon predominated and quotations rapidly moved ahead. The advance gained momentum during the afternoon when prices were some £13.00 above the low points before further profit-taking pared the gains somewhat *at the close, reports* C. Czarnikow.

Sugar Pref. *Comm.* Con.	Yest'rdays *Close*	Previous *Close*	Business Done
	£ per tonne		
March	236.00-36.50	231.50-31.65	237.00-26.25
May	238.90-40.00	235.75-35.50	242.75-29.75
Aug	240.50-40.75	236.40-36.50	243.75-31.25
Oct	241.25-41.50	237.00-37.25	243.50-35.75

Sales: 10,354 (10,888) lots of 50 tonnes.

NUMBER 4 CONTRACT—Close (in order buyer, seller only). May 240.00, 241.00; Aug. 240.75, 242.00; Oct. 241.00, 241.75; Jan. 236.00, 237.50; March 242.00, 243.00; May 242.00, 243.00. Sales 1,316 (887).

LONDON WHITE SUGAR—Close (in order buyer, seller, business, sales). April 227.00, 230.00, 227.00, 2; July 235.00, 240.00, nil, nil; Sept. 235.00, 250.00, nil, nil; Nov. 235.00, 255.00, *nil,* nil; Feb./April/July all 235.00, 260.00, nil, nil. Sales 2.

Tate and Lyle ex-refinery price for granulated basis white sugar was *£318.70 (same) a tonne for home trade* and £301.50 (£300.50) for export.

International Sugar Agreement (U.S. cents per pound fob and stowed *Caribbean port). Prices for February* 1. Daily price 21.20 (20.41); 15-day average 18.62 (18.24).

COTTON

LIVERPOOL—Spot and shipment sales amounted to 163 tonnes. Users were not inclined to buy extensively at current high rates, but attention continued in various American-type qualities, with Middle Eastern styles frequently wanted.

WOOL FUTURES

SYDNEY GREASY WOOL—Close (in order buyer, seller, business, sales). Australian cents per pound March 480.00, 482.00, 492.0-481.0, 93; May 505.00, 505.00, 516.0-502.0, 497; July 530.00, 533.0, 542.0-530.0, 1153; Oct. 533.00, 534.00, 538.5-521.0, 429; Dec. 533.00, 535.00, 541.0-530.0, 332; March 534.00, 536.00, 540.0-530.5, 70; May 535.00, 536.00, 545.0-533.0, 79; July 531.00, 531.00, 543.0-531.0, 44. Sales 2,697.

LONDON NEW ZEALAND CROSSBREDS—Close (in order buyer, seller, business, sales). New Zealand cents per kilo: May 407, 410, nil, nil; Aug. 421, 424, nil, nil; Oct. 422, 424, nil, nil; Dec. 422, 424, nil, nil; Jan. 422, 424, 422, 17; March 426, 428, 427, 2; May 431, 432, nil, nil; Aug. 432, 434, nil, nil. Sales: 19.

PRICE CHANGES

In tonnes unless otherwise stated.

	Feb. 4 1980	+ or —	Month ago
Metals			
Aluminium	£778/810	......	£760/70
Free Mkt (cts)	$2040/2050	......	$1850/19
Copper			
Cash w'bar	£1,235.5	-59	£1,044
3 mths	£1,236	-54.5	£1,078.5
Cash Cathode	£1,190.5	-59	£1,015.25
3 mths	£1,209	-58.5	£1,044.5
Gold troy oz	$667	-10.6	$530
Lead cash	£468	-27	£490
3 mths	£460.5	-29	£465
Nickel	£3,195.79	......	£3,260.17
Freemkt(cif lb)	305/350c	......	275/328c
Platin'm tr'y oz	£189.0	......	£195
Free mkt	£371.55	+3.7	£340.35
Quicksil'ver	$380/390	-7.5	$380/390
Silver troy oz	1515.8p	-38.2	1735.95p
3 months	1526.8p	-43.2	1800.95p
Tin Cash	£7,235	-70	£7,335
3 mths	£7,287.5	-57.5	£7,212.5
Tungsten 22.04lb	$153	......	$158
Wolf'm 22.04lb	$139/144	......	$152/156
Zinc cash	£357	-13	£326
3 months	£370.5	-14	£341.5
Producers	$720/825	......	$760
Oils			
Coconut (Phil)	$805r	......	$830
Groundnut	‡	......	‡
Linseed Crude	£431	......	£368
Palm Malayan	$682.5r	-7.5	‡
Seeds			
Copra Philip	$590	-5	$570
Soyabean (U.S.)	$300w	......	$265
Grains			
Barley Futures	£101.15	-0.4	£95.20
Maize			
French No3AM	£117.50	+0.25	‡
Wheat			
No. 1 Red Spg.	‡	......	‡
No2HardWint.	£100	+1	‡
Eng. Milling t.	‡	......	‡
Other commodities			
Cocoa ship't.	£1,534	+8	£1,498
Future May	£1,476.5	+5	£1,439
CoffeeFt'rMay	£1,548.5	+2	£1,574.6
Cotton A.Index	95.50c	......	84.65c
Rubber (kilo)	80.50p	+1	68.50p
Sugar (Raw)	£223	+2	£166
Wooltp's 64s kl	292p kilo	......	279p kilo

r March. s Feb. v Feb.-March. t March-April. u April. w May. z Indicator. § Buyer. * Nominal.

TEA AUCTION

LONDON TEA AUCTION—49,517 packages were offered at yesterday's auction. A strong demand prevailed. Assam CTC's sold readily but at slightly lower rates, apart from selected dusts which advanced. After a hesitant start, East African CTC's came in for good support and mediums closed firm with dusts and brighter liquoring types 2p-5p dearer. Plain Africans, however, were very irregular and sometimes a little easier. Brighter Ceylons were dearer with others about steady. Price indications *for the week: Quality* 140p per kilo (137p); Medium 112p (110p); Plain 62p (same).

*

GRIMSBY FISH—Supply good, demand good. Prices at ship's side *(unprocessed) per stone: Shelf cod* £3.20-£4.80, codlings £2.50-£3.20. Large haddocks £3.80-£5.00, medium £3.30-£3.90, small 2.20-2.30. Large *plaice* 3.40-£3.80, *medium* £3.20-£3.70, best small £3.20-£3.80. Skinned dogfish (large) £3.50, (medium) £2.80. Lemon soles £11.00. Rockfish £3.00. Saiths £3.00.

MEAT/VEGETABLES

SMITHFIELD—Pence per pound. Beef: Scotch killed sides 64.0 to 68.0. Eire hindquarters 69.0 to 74.0, forequarters 49.0 to 51.0. Veal: English fats 76.0 to 84.0; Dutch hinds and ends 102.0 to 108.0. Lamb: English small 54.0 to 61.0. *English small 63.0, medium 44.0 to 58.0, heavy 40.0 to 54.0; Scotch medium 44.0 to 56.0; heavy 40.0 to 54.0. Imported frozen NZ PL Now Season 51.0 to 52.0 NZ PM New Season 48.0 to 50.0. Pork: English, under 100 lbs 40.0 to 50.0, 100-120 lbs 40.0 to 48.0, 120-160 lbs 37.0 to 47.0. *Special quotation—very high quality produce in limited supply.

MEAT COMMISSION—Average fatstock prices at representative markets on February 4. GB Cattle 80.53p per kg lw (−0.10). *UK* Sheep 137.9p per kg est dcw (+0.4). GB Pigs 65.4p per kg lw (+0.7).

COVENT GARDEN—Prices in sterling *per package except where otherwise* stated. Imported Produce: Oranges—Spanis: Navel/Navelinas 3.60-4.20; Jaffa: Navels/Shamouti 50/189s 3.90-5.50. Greek: 2.50-2.60. Moroccan: 64/113s 3.80-4.30; Egyptian: 3.00-3.30. Satsumas—Spania: 95/189s 3.20-3.80. Lemons—Italians: 100/150s 4.80-5.20; Cypriot: 11 kg 84/120s 3.30-4.40; Greek: 16 kg 5.50-5.80. Grapefruit—Cypriot: 20 kg 3.00-4.40; Jaffa: Large boxes 32/88s 3.80-4.80; Florida: Pink flesh 36/48s 4.80. Bitters—Cypriot: 5.00-5.20. Apples—French: Golden Delicious, boxes 40 lb 138/175 4.20-5.40, 20 lb 2.20-2.70, *Granny Smith* 20 lb 2.40-3.00, 40 lb 4.40-6.20, Starkcrimson, approx. 20 lb 72s 2.60, 40 lb 5.60-6.30; Hungarian: Starking 40 lb 138s 6.30; *Canadian: Red Delicious 40 lb* 8.50-9.00; Italian: Granny Smith 20 lb, per pound 0.13-0.15. Grapes—Californian: Red Emperor, per pound 0.45-0.50; S. *African: Alphonse Lavallee 13.00-14.00,* Queen of the Vineyard 7.40. Plums—S. African: Santa Rosas per pound 0.30-0.40, Gaviota 0.40-0.50. Avocados—*Israeli:* 4.30-4.80. *Melons—Spanish:* 15 kg Green 12/15/18s 14.00. 10 kilos 8.50. Pineapples—Ivory Coast: Each 12s 0.45-0.70, 6s 1.00-1.10. Onions—*Spanish:* 5.60-6.00; Dutch 3.00-3.20. Tomatoes—Canary: 4.80-5.50. Bananas —Jamaican: 28 lb 0.17-0.17½.

AMERICAN MARKETS

NEW YORK, February 4.

GRAINS AND soyabeans staged a moderate rally on short covering and buy stops. The entire meat complex *showed major gains in correcting* an oversold position. Silver and gold were lower trading in a new consolidated range. Copper reacted sharply on the *downside on profit-taking and trade* selling. Cocoa, sugar, and cotton advanced limit up or near. Coffee rallied slightly in a featureless trade, reported Heinold.

Potatoes (round whites)—March 59.2-59.5 (60.0), April 63.0-62.3 (63.0), May 74.3, Nov. 70.4-71.0. Sales 358.

Tin—772.00-785.00 asked (779.00-790.00).

CHICAGO, February 4.

Lard—Chicago loose 21.62 (same). New York prime steam unavailable.

Live Cattle—Feb. 66.75-66.90 (65.47), April 70.65-70.80 (69.45), June 73.75-73.70, Aug 73.75-73.00, Oct 72.55-72.65, Dec. 73.45-73.67, Jan —, Feb. —.

Live Hogs—Feb. 39.35-39.25 (38.87), April 38.40-38.35 (38.15), June 42.30-42.20, July 43.70-43.60, Aug 42.85-43.00, Oct 42.70-42.65, Dec. 45.25, Feb. 46.25, April 45.50.

‡‡Maize—March 279-278½ (276¾), May 292¼-292 (289¾), July 301¼-301, Sept. 308¼, Dec. 314½-314¼, March 325½-325.

Pork Bellies—Feb. 39.80-39.65 (39.22), March 40.30-40.10 (39.75), May 42.30-42.45, July 44.10-44.20, Aug. 43.00-43.75, Feb. 52.40, March —, May —, July —, Aug —.

Silver—Feb. 3280.0 (3475.0), March 3430.0 (3510.0), April 3450.0, June 3500.0, August 3541.0, Oct 3582.0, Dec 3623.0, Feb. 3664.0, April 3705.0, June 3746.0, August 3794.0, Oct 3836.0, Dec. 3878.0, Feb. 3920.0, April 3952.0, June 4004.0, August 4046.0.

‡Soyabeans—March 682-680½ (668¾), *May 704½-703 (690½),* July 727-726, August 734, Sept. 740, Nov. 744-745, Jan. 760, March 777.

‖Soyabean Meal—March 187.30-187.00 (184.00), May 192.00-192.20 (190.10), July 197.50-197.20, August 199.00-199.50, Sept. 201.50-201.70, Oct. 202.50-203.50, Dec 206.00-206.20, Jan. 207.00, March 211.20-212.00.

Soyabean Oil—March 24.55-24.60 (24.13), May 25.05-25.10 (24.60), July 25.50-25.55, August 25.75-25.70, Sept. 25.90-25.95, Oct. 26.00-26.05, Dec 26.30-26.38, Jan 26.35, March 26.50-26.55, May 26.75-26.80.

‡Wheat—March 478½-476¾ (472¾), May 487-486 (478½), July 493½-491, Sept. 504-503½, Dec. 519-520, March 533.

WINNIPEG, February 4.

§Barley—March 115.50 (115.00), May 116.60 (116.30), July 115.60, Oct. 111.60, Dec 110.00.

All cents per pound ex-warehouse unless otherwise stated. * $ per troy ounce. § Cents per troy ounce. ‡‡ Cents per 56-lb bushel. ‡ Cents per 60-lb bushel. ‖ $ per short ton (2,000 lbs). § $Can per metric ton. §§ $ per 1,000 sq. ft. ‡ Cents per dozen.

EUROPEAN MARKETS

ROTTERDAM, Feb. 4.

Wheat—U.S. No Two Dark Hard Winter wheat 13.5 per cent Feb. $206, *March $208. U.S. Hard Winter Wheat* ordinary unquoted. U.S. No Two Red Winter wheat Feb. $206, March $208. U.S. No. Two Northern Spring wheat 14 per cent Feb. $211, March $213, April/May $203, May/June $203.

Maize—U.S. No Three Corn Yellow AFL $132.50, Jan. $132.50, Feb. $152.50, March $156, April/June $143, July/Sept. $147.50, Oct./Dec. $150.50.

Soyabeans—U.S. Two Yellow Gulfports Feb. $272.25, March $273.25, *April $280.75,* May $283.50, June $289.75, July $291.75, Aug $295.25, Sept. $296.50, Oct. $297.50, Nov. $297.25, Dec. $302.75, Jan. $306.25, Feb. $314, March $315.75. Brazil Yellow FAQ unquoted. Argentine May $283.50.

Soyameal—44 per cent protein U.S. AFL $248, Jan. $248, Feb./March $245, April $244, April/Sept. $245. Brazil Pellets AFL $257.50, March $254, April/May $248, April/Sept. $251.

PARIS, Feb. 4.

Cocoa (FFr per 100 kilos). March 1351/61, May 1336/50, July 1335, Sept. 1340, Dec. 1350, March 1360. Sales at call 4.

Sugar (FFr per 100 kilos). March 2150/70, May 2195/99, July 2195/2215, Aug. 2215/25, Oct 2230/45, Nov. 2220/50, Dec. 2250/75, March 2270/23. Sales at call 5.

LME—Turnover 153 (same) lots of 10,000 ozs. Morning: Three months 1560, 50, 40, 30, 35, 40. Afternoon: (Middle Feb. 1458), three months 1510, 1500, 1490, 80, 50, 40, 80, 50, 55, 50, 60, 61, 80. *Kerb: Three months 1460, 52.*

INDICES

FINANCIAL TIMES

Feb. 4	Jan 31	M'nth ago	Year ago
308.32	308.69	294.40	262.25

(Base: July 1, 1952=100)

MOODY'S

Feb. 1	Jan. 31	M'nth ago	Year ago
1428.9	1481.3	1383.3	1018.3

(December 31, 1931=100)

DOW JONES

Dow Jones	Feb. 1	Jan. 31	Month ago	Year ago
Spot	450.01	446.18	416.18	375.40
F'tur's	459.54	455.54	424.07	370.41

(Average 1924-25-26=100)

REUTERS

Feb. 4	Feb. 1	M'nth ago	Year ago
1816.8	1823.1	1693.8	1530.7

(Base: September 18, 1931=100)

LONDON STOCK EXCHANGE

Renewed widespread weakness in Gilt-edged contrast with sound equity tone—Decca up on GEC cash offer

Account Dealing Dates
Options

*First Dealings	Declarations	Last Dealings	Account Day
Jan. 28	Feb. 7	Feb. 8	Feb. 18
Feb. 11	Feb. 21	Feb. 22	Mar. 3
Mar. 3	Mar. 14	Jun. 12	Jun. 23

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

The persistent squeeze on near-term credit and continuing indigestion because of recent heavy purchases of Government stock became more apparent in Gilt-edged yesterday. More widespread weakness developed in Gilts and some concern was being voiced about the January banking statistics, due to be announced today.

Quotations were defensively lowered at the opening and, following renewed forced selling of short-dated issues by Discount Houses and other sources, the market became extremely sensitive again. Sentiment was also adversely affected by further gloomy economic forecasts, continuing doubts about the Government's monetary policy and worries about the steel dispute.

The shorts bore the brunt of the liquidation and fell 1¼ before a recovery set in on bear-covering after the latest UK official reserve figures. Losses were finally reduced to around ¾ and the steadier trend continued in trade after the official close. Longer-dated stocks failed to benefit to the same extent and settled a point lower after 1¼.

The equity sections were naturally affected but, in a reduced business, leading shares held up relatively well despite the bleak industrial background. Closing losses rarely exceeded a penny, an impressive performance in view of the funds being reserved for tomorrow's £170m call on **British Petroleum** new shares.

Discounts dull

GEC's cash terms for **Decca** relieved an otherwise drab day for market highlights and the latter returned from suspension to close sharply higher at 495p for the ordinary and 385p for the "A," both within a touch of their respective bid prices. Measuring the trend, the FT 30-share index was 3.8 lower at the 2.00 pm calculation but finally only 2.1 down on balance at 445.7.

Demand for Traded options dried up and only 404 contracts were completed against Friday's 1,081 and last week's daily average of 865. Cons. Gold Fields, 106p, and Racal, 80, attracted a reasonable business.

A fresh setback in gilts signalled a retreat in Discount Houses where closing falls ranged to 10. **Allen Harvey and Ross** gave up that much to 335p and **Gillett Bros.** dipped 8 to 215p, while **Clive** declined 6 to 72p and **Union** 5 to 390p. The major clearing banks drifted lower with the general trend but closed up to 4 above the day's lowest. **NatWest** cheapened 6 to 350p as did **Midland**, to 370p, while **Barclays** fell 8 to 420p. Merchant banks were featured by **Hambros** which, at 323p, gave up 15 of its recent Press-inspired rise. Still awaiting news of the **Hongkong and Shanghai** bid approach, **Antony Gibbs** dipped 4 to 74p; **H. and S.** ended 4 higher at 197p. Still reflecting the chairman's cautious statement, **FNFC** eased ¾ more to 14¼p and, elsewhere in Hire Purchases, **Lloyds and Scottish** receded 4 to 130p.

Continuing concern that Marsh and McLennan's bid might be referred to the Monopolies Commission left **Bowring** down 4 more at 138p, after 137p.

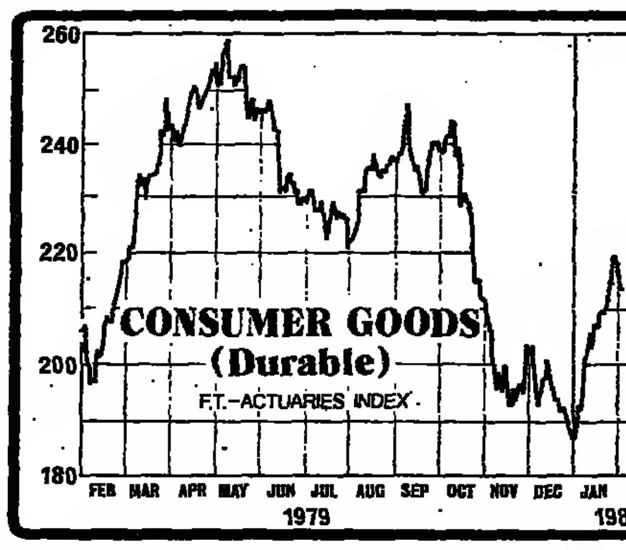
Leading Breweries turned a shade easier in a quiet business. **Whitbread** gave up a couple of pence to 125p, while **Bass** lost the turn to 197p. Among regional issues, **Vaux** fell 3 to 145p awaiting today's annual meeting, while Press comment failed to inspire **Davenports'**, a similar amount lower at 151p. **Heavitree** added 10 to 895p in a thin market.

Selected Building descriptions moved against the generally dull trend. In Timbers, speculative buying was directed towards **May and Hassell** which, in a thin market, put on 8 to 80p. **Phoenix Timber** touched 149p before settling a penny firmer on balance at 145p, while **Montague L. Meyer** hardened 2 to 92p and **Magnet and Southerns** improved 3 to 158p; **Mallinson-Denny** added a penny to 53p. Elsewhere, buying ahead of today's interim statement lifted **Crouch Group** 2 to 80p, while stock shortage contributed to a gain of 12 to 75p in **Rohan**. By way of contrast, small selling clipped 1½ from **U.B.M.** to 68½p, while **Ibstock Johnsen** gave up 2 to 71p on profit-taking.

A penny easier for most of the session as buyers held off, **ICI** attracted support towards the close and finished unchanged on balance at 375p. Trading in **Fisons** followed a similar pattern and, after slipping to 274p, picked up to close a net 5 higher at 282p.

Stores down

The Store majors made a dull showing with sentiment not helped by the disappointing December retail sales figures. **House of Fraser** fell 7 to 128p on fading bid hopes and **Burton** declined 4 to 104p following adverse comment. The announcement that the company's retail credit operations have been sold left **Debenhams** a couple of pence off at 85p. **Gussies "A"** lost 4 to 398p as did **Mothercare**, to 206p, while **UDS** cheapened 2 to 73p, after 72p. Elsewhere, **Comet Radiovision Services** reacted 4 to 90p on the company's price-cutting campaign, while **Currys** relinquished 7 to 176p in sympathy. **Bakers Household** gave up 5 to 90p and **Foster Bros.** softened 4 to 76p. By way of contrast, **Bolton Textile** hardened 2 more to 34p on further consideration of a recent investment recommendation.



Following GEC's counter offer worth 500p cash for the ordinary and 400p for the "A," dealings resumed in **Decca** issues; the ordinary closed at 495p and the "A" at 385p compared with Friday's suspension prices of 390p and 338p respectively. **GEC** ended a penny firmer at 350p, after 353p. Original bidders **Racal** fell to 219p before settling at 220p for a fall of 6 on balance. Elsewhere in the Electrical sector, continuing bid hopes lifted **Ferranti** 10 more to 490p. Adverse Press mention prompted selling of **MK Electric** which eased 6 to 171p. Still reflecting the good interim results, **Wholesale Fittings** hardened 10 more to 500p. **Muirhead** improved to 210p on an early flurry of speculative activity before closing a net 2 off at 203p.

Engineering leaders passed a quietly dull session, sentiment not being helped by the deterioration in the steel strike. **John Brown** eased 2½ to 55½p and **GKN** 3 to 262p. Elsewhere, acquisition news promoted firmness in **United Engineering**, 7 up at 115p, while favourable Press mention stimulated interest in **Amalgamated Power**, 2 dearer at 76p, and **CompAir**, 3 higher at 76p. Fresh support ahead of preliminary results, due shortly, left **Howard Machinery** 2 to the good at 23p. **Chemring** revived with a gain of 5 to 130p, while **Martonair** improved 6 to 198p.

Secondary Foods displayed two sharply contrasting features in **Hillards** which shed 9 to 151p on the disappointing interim statement and **Bernard Matthews** which put on 15 to 305p in a thin market on renewed speculative support. Increased interest was shown in **Needlers** which added 4 to 42p. Elsewhere, **Louis C. Edwards** were quoted at 59p ex the rights issue; the new nil paid shares opened at 25p premium and closed at 28p premium following a reasonable business. Among leading Foods, recently dull **British Sugar** responded to buyers and improved 4 to 131p.

British Cargo slump

Reports that a bearish circular has been sent to the group's employees ahead of the forthcoming interim results brought selling pressure to bear on **British Cargo** which closed 21 down at 35p. Elsewhere in a quiet miscellaneous industrial sector, adverse comment affected pottery concerns and **Wedgwood** closed 3 down at 65p, after 64p, and **Staffordshire** a penny off at 84p. Down 4½ last Friday following adverse comment, **Dunbee-Combex** eased to 18p initially before ending a net 3½ up on balance at 23p following the announcement that the company is negotiating to sell its loss-making U.S. interests where business has just ceased with the sacking of 2,500 employees. Renewed demand helped **Sothebys** close 13 higher at 505p, after 512p, while **G. R. Holdings** put on 20 to 260p. **Aeronautical and General Instruments** remained speculatively favoured at 243p, up 5, as did **Gripperrods**, 3 to the good at 170p. **Chubb** fell 9 to 111p, while Australian **Broken Hill Proprietary** dipped 30 to 635p. The leaders drifted lower for want of interest and in sympathy with gilts. **Unilever** gave up 6 to 450p as did **Reckitt and Colman**, to 202p, while **Boots** shed 4 to 180p.

Leading Leisure issues succumbed to selling. **Coral** and **Ladbroke** giving up 5 apiece to 67p and 154p respectively. Elsewhere, **Brent Walker**, 68p, and **Saga Holidays**, 196p, both shed 3.

Among subdued Motor sectors, **Lucas** shed 5 to 250p, but **Dowty** found support in front of tomorrow's interim statement and picked up 3 to 161p. Distributors hovered around Friday's closing positions, although **Tate of Leeds** added 2 to 89p.

Concern about the upward pressure on short-term interest rates remained a restraining influence on Property shares which settled narrowly lower in the absence of buyers. **Great Portland Estates** were notable for a fall of 4 at 218p, while **Land Securities** and **Stock Conversion** shed 2 apiece to 282p and 360p respectively. By contrast, **Percy Bilton** attracted buyers and firmed 8 to 233p, while **Control Securities** added 2 to 41p. Demand in a thin market lifted **Jermyn** 8 to 68p.

Lasmo advance

Although overall business in Oils was at a fairly low ebb, a reasonable trade developed in some of the North Sea stocks. **Lasmo** were relatively lively and pushed ahead to close 25 higher at 438p, while **Siebens (UK)** advanced 22 to 678p. **Gas and Oil Acreage**, 365p, and **Cambridge Petroleum**, 246p, rose 25 and 16 respectively, but **CCP North Sea** encountered fresh selling and gave up 16 further to 282p. Assisted by Press mention, **Carless Capel** improved 2 to 81p. Among the leaders, **British Petroleum** closed 2 firmer at 150p ahead of tomorrow's call of 213p per share. **Shell** fluctuated narrowly before closing a few pence better at 348p.

Lonrho eased 2 to 101p following the preliminary results which fell well below market estimates. Elsewhere among Overseas Traders, **Gill and Duffus**, 128p, and **S. Hoffnung**, 71½p, fell 4 and 3 respectively, but **William Jacks** added a couple of pence for a two-day gain of 7 to 44p following a Press mention.

In the Shipping sector, cautious week-end Press mention prompted a reaction of 5 to 165p in **Milford Docks**.

Movements in Textiles were restricted to a couple of pence either way. **British Mohair**, 49p, and **Stoddard A**, 24p, both added 2, while **David Dixon** improved 3 to 115p. Further consideration of Friday's interim figures clipped a fraction from **Brigray**, 7½p, while **Allied**, at 98p, relinquished 2 of last week's gain of 6 which followed the preliminary results.

Plantations encountered further profit-taking, but **Guthrie** attracted fresh support and rose 7 to 730p. **Castlefield** shed 5 to 445p, as did **London Sumatra**, at 428p, while **Malakoff** lost 8 to 96p. In Teas, **McLeod Russell** declined 10 to 330p.

Quiet mines

Activity in South African Gold shares fell to the lowest level for some weeks as the bullion price lost ground in quiet trading to close $10.50 down at $667 an ounce.

Shares opened fractionally firmer but failed to attract any significant interest either way until modest selling from U.S. sources in the after-hours' trade prompted a minor setback. The Gold Mines index eased only 0.1 to 333.3.

Exceptions to the general rule included **East Daggafontein**, up 19 to a 1979-80 high of 81p reflecting a follow-through of heavy overseas buying which developed after-hours on Friday and **South African Land** which gained 21 to 391p.

In a quiet South African Financials section, falls of ¼ were common to **GFSA**, £33, and **Johnnies**, £29, but **UC Investments** closed unaltered at 415p in front of the increased interim profits and dividend.

London Financials turned easier on lack of interest coupled with dull precious and base metal prices. **Rio Tinto-Zinc** encountered persistent profit-taking and dipped 10 to 398p, while **Selection Trust** gave up 8 to 692p and **Charter** 4 to 152p.

In Platinums, **Lydenburg** returned from suspension following the terms of the bid from South Africa's "Old Mutual" and closed at 170p compared with the pre-suspension price of 180p.

Australians staged a modest late rally after a weak start. Heavy profit-taking left **Oakbridge** 23 down at 212p, while **Bougainville** gave up 9 to 187p.

On the other hand, renewed speculative buying lifted **Pacific Copper** 14 to 158p, after a 1979-1980 high of 160p, while favourable Press comment prompted a gain of 15 in **Cons. Gold Australia**, 365p.

FINANCIAL TIMES STOCK INDICES

	Feb. 4	Feb. 1	Jan. 31	Jan. 30	Jan. 29	Jan. 28	A year ago
Government Secs.	65.21	66.45	67.27	67.69	67.65	67.64	65.51
Fixed Interest	67.46	68.17	68.75	69.04	68.69	69.01	68.91
Industrial	445.7	447.8	453.3	457.6	464.0	453.6	480.7
Gold Mines	333.3	335.4	350.9	350.5	334.6	311.2	181.4
Ord. Div. Yield	7.33	7.30	7.20	7.15	7.08	7.25	6.21
Earnings Yld. % (full)	18.07	18.00	17.76	17.64	17.46	17.69	18.24
P/E Ratio (net) (*)	6.60	6.62	6.91	6.95	7.04	6.87	7.98
Total bargains	19,299	19,260	21,994	25,564	29,822	21,305	—
Equity turnover £m	—	195.87	122.62	139.17	116.99	138.54	87.06
Equity bargains total	—	15,966	16,188	18,252	18,054	15,660	14,569

10 am 445.0. 11 am 444.8. Noon 445.5. 1 pm 444.2. 2 pm 444.0. 3 pm 444.9.

Latest Index 01-246 8026.

*Nil =6.58.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Industrial Ord. 1/7/35. Gold Mines 12/9/55. SE Activity July-Dec. 1942.

HIGHS AND LOWS

	1979/80 High	1979/80 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	75.91 (4/6)	63.30 (10/12)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	77.78 (5/5)	64.02 (15/11)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	558.6 (4/5)	406.3 (15/11)	558.6 (4/5/79)	49.4 (26/6/40)
Gold Mines	360.4 (18/1/80)	129.9 (1/1/4)	442.6 (22/5/75)	43.5 (26.10.71)

S.E. ACTIVITY

	Feb. 4	Feb. 1
—Daily		
Gilt Edged	123.8	103.6
Industrials	113.5	113.9
Speculative	52.8	44.7
Totals	78.3	79.1
5-day Average		
Gilt Edged	117.0	115.8
Industrials	135.0	126.4
Speculative	59.2	52.5
Totals	87.2	80.4

NEW HIGHS AND LOWS FOR 1979/80

The following securities quoted in the Share Information Service yesterday attained new Highs and Lows for 1979-80.

NEW HIGHS (35)

CHEMICALS (1)
British Benzol
STORES (1)
Bolton Textile
ELECTRICALS (5)
Bowthorpe — Newmark (Louis)
Decca — Wholesale Fittings
Ferranti
ENGINEERING (3)
Chemring — Ward (T. W.)
United Engineering
FOODS (1)
Edwards (Louis C.)
INDUSTRIALS (6)
Aeronautical & Gen. — Gripperrods
Applied Computer T. — Sothebys
G. R. Holdings — Sunlight Services
LEISURE (1)
Glasgow Pavilion
PROPERTY (2)
Control Secs. — Jermyn Invs.
SOUTH AFRICANS (2)
Barlow Rand — Greatermans "A"
OIL AND GAS (4)
LASMO — Texaco 4¾pc Cnv.
Premier Cons. — Viking Oil
OVERSEAS TRADERS (2)
Jacks (Wm.) — Mitchell Cotts
RUBBERS (1)
Guthrie
MINES (6)
East Daggafontein — Pacific Copper
South African Land — Swan Resources
Bougainville — Messina

NEW LOWS (20)

BRITISH FUNDS (6)
Treasury 14pc 1982 — Exch. 3pc 1984
Exch. 13¼pc 1983 (£60pd) — Treasury 14½pc 1994
Exch. 14pc 1984 — Treasury 12½pc 2003-2005 "A" (£25pd)
AMERICANS (1)
Richardson Merrell
CHEMICALS (1)
Dixor-Strand
STORES (1)
Amber Day
ENGINEERING (1)
Lloyd (F. H.)
INDUSTRIALS (8)
Black Arrow — Lent-Im
Araby Leslie — Rexmore
British Cargo Air. — Staffs Potts.
Dunbee-Combex-Marx — Wedgwood
NEWSPAPERS (1)
Assoc. Book Publishers
TEXTILES (1)
Reliance Knitwear

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	1	87	2
Corpns., Dom. and Foreign Bonds	3	36	27
Industrials	146	353	807
Financial and Prop.	50	185	264
Oils	16	15	12
Plantations	3	10	35
Mines	37	54	58
Others	65	32	85
Totals	321	782	1,330

Unit trusts

We regret that the full page of the Unit Trust Information Service published in Monday's issue was a repeat of details shown in our previous Friday issue instead of the usual Saturday paper.

LONDON TRADED OPTIONS

Option	Ex'rcise price	April Closing offer	April Vol.	July Closing offer	July Vol.	Oct. Closing offer	Oct. Vol.	Equity close
BP	525	50	1	–	–	–	–	359p
BP	350	34	1			–	–	"
BP	360	–	–	44	10	86	4	"
BP	375	23	1	–	–	–	...	"
Cons. Gold	260	229	10	237	–	...	...	478p
Cons. Gold	460	56	8	79	–	100	–	"
Cons. Gold	500	33	88	59	–	–	–	"
Courtaulds	70	7½	–	9½	–	10½	12	73p
Courtaulds	80	3	–	6	3	6½	5	"
GEC	560	21	1	37	–	50	–	360p
GEC	390	11	1	25	30	–	–	"
Grand Met.	140	8½	20	14	5	19	–	134p
Grand Met.	160	3	–	7	25	–	–	"
ICI	360	28	1	50	–	60	–	374p
ICI	390	13½	–	30	1	40	–	"
Land Secs.	280	23	10	33	–	45	–	285p
Marks & Sp.	80	12	–	15	2	19	–	86p
Marks & Sp.	100	3	–	6	–	9	15	"
Shell	330	40	6	50	–	60	–	348p
Shell	360	22	9	36	6	46	–	"
Shell	390	12	19	22	–	–	–	"
Totals			176		72		36	
		February		**May**		**August**		
Imperial Gp.	70	7½	2	8	...	10½	–	76p
Racal Elec.	180	43	–	55	1	62	–	220p
Racal Elec.	200	23	–	39	10	47	5	"
Racal Elec.	220	9	21	26	26	35	–	"
Racal Elec.	240	2½	16	14	–	25	2	"
RTZ	330	73	10	87	–	112	–	392p
RTZ	360	43	4	71	–	89	–	"
RTZ	390	17	17	49	–	71	1	"
RTZ	420	7	–	62	6	54	–	"
Totals			70		43		8	

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS & SUB-SECTIONS Figures in parentheses show number of stocks per section	Mon., Feb. 4, 1980 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 30%)	Est. P/E Ratio (Net)	Fri., Feb. 1 Index No.	Thurs., Jan. 31 Index No.	Wed., Jan. 30 Index No.	Tues., Jan. 29 Index No.	Year ago (approx.) Index No.
1	CAPITAL GOODS (172)	231.99	−0.4	18.76	6.73	6.73	232.84	234.81	235.76	234.63	229.54
2	Building Materials (27)	227.04	−0.6	17.33	6.90	7.40	228.50	230.34	232.55	228.15	204.32
3	Contracting, Construction (29)	352.44	−0.2	26.19	6.87	4.72	353.14	354.04	354.74	350.78	346.82
4	Electricals (15)	587.86	—	13.77	4.22	9.68	588.10	593.83	593.38	595.26	539.55
5	Engineering Contractors (11)	285.42	−1.0	25.95	8.97	4.91	288.31	289.12	191.75	287.12	354.11
6	Mechanical Engineering (74)	160.72	−0.4	21.35	8.09	5.81	161.44	162.53	164.15	163.76	178.15
8	Metals and Metal Forming (16)	159.54	−0.5	21.33	9.52	5.60	160.39	162.86	162.04	162.28	159.34
11	CONSUMER GOODS (DURABLE) (50)	213.44	−0.8	16.73	5.73	7.38	215.21	218.84	219.21	219.15	202.69
12	Lt. Electronics, Radio, TV (15)	295.75	−0.7	12.99	4.35	9.88	297.79	303.80	302.82	302.90	259.91
13	Household Goods (14)	111.33	−2.0	27.10	9.85	4.45	113.55	114.60	115.00	114.02	164.65
14	Motors and Distributors (21)	112.05	−0.9	23.99	8.32	4.92	113.12	114.25	115.84	115.86	113.69
21	CONSUMER GOODS (NON-DURABLE) (173)	216.09	−0.9	18.71	7.06	6.59	218.05	219.98	222.31	223.78	209.26
22	Breweries (14)	250.06	−0.3	17.87	7.00	6.57	250.91	253.06	258.30	259.89	226.95
23	Wines and Spirits (5)	287.64	−1.0	18.87	6.44	6.54	190.51	294.87	297.39	302.78	193.52
24	Entertainment, Catering (17)	296.39	−0.5	18.83	7.07	6.68	297.90	305.51	306.39	305.90	274.33
25	Food Manufacturing (19)	197.49	−1.0	20.50	7.37	6.03	199.57	201.81	204.55	203.80	197.77
26	Food Retailing (15)	293.41	−1.0	14.14	5.11	8.45	296.43	299.14	305.25	307.34	231.09
32	Newspapers, Publishing (13)	431.62	−0.1	23.38	6.96	5.84	432.02	435.56	438.08	438.68	379.26
33	Packaging and Paper (15)	127.93	−0.2	23.28	8.88	5.53	128.13	128.91	128.84	130.28	135.81
34	Stores (43)	215.50	−1.6	14.28	5.27	9.05	218.93	219.37	221.68	222.96	190.91
35	Textiles (23)	127.29	+0.3	28.94	12.76	4.37	126.88	128.19	128.69	130.78	175.97
36	Tobaccos (3)	212.53	−0.5	26.82	10.79	4.21	213.59	215.59	216.17	220.95	250.97
37	Toys and Games (6)	41.99	+1.3	38.98	17.05	3.24	41.45	43.32	43.46	43.87	93.44
41	OTHER GROUPS (97)	201.29	−0.4	15.76	6.71	7.69	202.02	204.96	206.83	206.35	193.89
42	Chemicals (17)	297.25	+0.1	16.54	6.76	6.98	296.83	302.87	304.37	306.23	274.38
43	Pharmaceutical Products (7)	202.37	−0.6	12.58	6.32	9.69	203.58	210.01	216.55	219.97	237.98
44	Office Equipment (6)	116.68	—	18.78	7.00	6.27	116.68	116.40	117.91	116.09	127.21
45	Shipping (10)	442.63	−0.2	11.96	7.30	10.67	443.60	443.12	442.36	435.86	415.91
46	Miscellaneous (57)	239.09	−0.8	16.61	6.66	7.64	241.07	242.79	243.78	240.24	211.87
49	INDUSTRIAL GROUP (492)	223.28	−0.6	17.86	6.79	6.92	224.69	227.10	228.90	229.15	216.77
51	Oils (8)	732.26	+0.2	15.35	6.51	7.04	730.49	747.34	743.93	751.53	526.01
59	500 SHARE INDEX	263.56	−0.4	17.34	6.73	6.94	264.74	268.26	269.69	270.49	242.26
61	FINANCIAL GROUP (117)	192.54	−1.2	—	5.74	—	194.90	196.77	198.01	196.69	170.30
62	Banks (6)	222.35	−1.5	37.40	5.85	3.41	225.70	228.39	229.81	220.75	201.13
63	Discount Houses (10)	239.66	−2.5	—	6.50	—	245.82	245.17	245.17	244.93	207.36
64	Hire Purchase (5)	179.56	−2.7	16.67	5.30	6.94	184.45	183.65	187.85	182.83	162.05
65	Insurance (Life) (10)	164.14	−1.9	—	6.41	—	167.29	168.67	168.59	163.05	131.90
66	Insurance (Composite) (9)	127.24	−1.4	—	7.63	—	129.04	130.39	131.47	130.83	119.89
67	Insurance Brokers (10)	282.95	−1.6	17.45	6.93	8.23	287.69	290.85	191.51	290.67	307.69
68	Merchant Banks (14)	99.89	−1.6	—	5.96	—	101.56	101.79	101.55	99.70	79.02
69	Property (44)	351.26	−0.4	3.76	3.08	38.18	352.66	356.04	359.22	360.01	283.43
70	Miscellaneous (9)	127.73	+0.2	16.27	7.14	8.07	127.45	128.70	129.57	128.99	114.56
71	Investment Trusts (109)	215.05	−0.8	—	5.76	—	216.85	218.23	217.84	213.18	213.12
81	Mining Finance (4)	196.54	−1.6	11.73	4.50	10.35	199.65	197.57	198.44	198.88	121.18
91	Overseas Traders (20)	391.85	−1.0	13.04	6.74	9.30	395.86	395.00	395.80	389.38	322.58
99	ALL-SHARE INDEX (750)	247.30	−0.6	—	6.44	—	248.91	251.70	252.95	252.82	224.09

FIXED INTEREST PRICE INDICES

	British Government	Mon., Feb. 4	Day's change %	xd adj. today	xd adj. 1980 to date
1	Under 5 years	100.16	−0.34	—	0.68
2	5-15 years	103.23	−0.69	—	1.88
3	Over 15 years	109.43	−0.81	0.15	0.56
4	Irredeemables	128.12	−1.16	—	0.00
5	All stocks	104.17	−0.62	0.05	0.91

	FIXED INTEREST YIELDS British Govt. Av. Gross Red.		Mon., Feb. 4	Fri., Feb. 1	Year ago (approx.)
1	Low Coupons	5 years	12.52	12.38	10.48
2		15 years	12.52	12.38	12.22
3		25 years	12.52	12.38	13.04
4	Medium Coupons	5 years	14.84	14.65	13.69
5		15 years	14.14	14.00	13.70
6		25 years	14.05	13.91	13.70
7	High Coupons	5 years	15.31	15.11	13.72
8		15 years	14.64	14.49	14.25
9		25 years	14.32	14.18	14.25
10	Irredeemables		11.55	11.40	12.67

		Mon., Feb. 4 Index No.	Mon., Feb. 4 Yield %	Fri., Feb. 1	Thurs., Jan. 31	Wed., Jan. 30	Tues., Jan. 29	Mon., Jan. 28	Fri., Jan. 25	Thurs., Jan. 24	Year ago (approx.)
15	20-yr. Red. Deb & Loans (15)	51.70	†14.53	51.81	51.93	51.10	51.02	51.04	50.90	50.94	52.75
16	Investment Trust Prefs. (15)	48.09	14.05	48.08	48.18	48.43	48.43	47.88	47.96	47.95	48.24
17	Coml. and Indl. Prefs. (20)	61.27	14.49	62.10	61.94	62.27	62.21	62.02	62.02	62.01	69.80

† Redemption yield. Highs and lows record base dates and values and constituent changes are published in Saturday issues. A new list of the constituents is available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p, by post 25p.

ACTIVE STOCKS

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1979-80 high	1979-80 low
De Beers Defd. ...	R0.05	9	472	− 6	500	332
Racal Electronics	25p	9	220	− 6	276	168½
RTZ ...	25p	9	398	−10	417	226
CompAir ...	25p	7	76	+ 3	87	52
GEC ...	25p	7	350	+ 1	456	311
BP 'New' ...	25p	6	150	+ 2	182	128
LASMO ...	25p	6	438	+25	438	124
MF1 Furniture ...	10p	6	81	− 2	89	27
Premier Cons. ...	5p	6	64	+ 2½	64	4½
Western Mining...	$A0.50	8	229	− 9	244	121
Boots ...	25p	5	180	− 4	238	147
Commercial Un.	25p	5	142	− 3	185	119
Cons. Gold Fields	25p	5	477	− 1	485	178
P. & O. Defd. ...	£1	5	114	—	119	71
Shell Transport...	25p	5	348	+ 2	402	278

OPTIONS

DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Feb. 4	Feb. 15	May 8	May 19
Feb. 18	Feb. 29	May 9	Jun. 9
Mar. 3	Mar. 14	Jun. 12	Jun. 23

For rate indications see end of Share Information Service

Money was given for the call in Premier Oil, Mills and Allen, Tricentrol, Beecham, Thermal Syndicate, Decca A, Bolton Textile, Charterhall, Tate of Leeds, Siebens (UK), RTZ, Dunlop, Lonrho, R. H. Cole, Shell Transport, Ultramar, Coral Leisure, Otter Exploration, BSR, Town and City, Christies International, Debenhams, Bougainville, CompAir, Tebbitt, Vickers, Carless Capel and Hawtin. Puts completed in Vlakfontein, Swan Resources and Western Areas, while doubles were arranged in Lonrho and Racal.

RECENT ISSUES

EQUITIES

Issue Price p‡	Amount Paid Up	Latest Renunc. Date	1979/80 High	1979/80 Low	Stock	Closing Price p‡	+ or −	Div. or Amount	Times Covered	Gross Yield	P.E. Ratio
‡70	F.P.	—	92	82	††Bio-kil Chem. 10p	90	..	‡4.9	1.2	7.8	14.5
363	160	20/2	182	128	B.P. New	150	+2	‡15.75	5.8	5.4	6.5
‡80	F.P.	7/3	108	98½	Emess Lighting	108	+1	b6.0	3.0	7.9	4.2
§	F.P.	25/1	146	112	Haynes P'blish'g 20p	146	..	bd6.0	2.1	5.9	9.7
§	F.P.	11/1	85½	52	Spring Grove 10p	83½	−1	b4.0	1.8	5.2	11.4
‖‖	F.P.	—	£87	£26	Wereldhave NV DFL20	£25	..	QFl.5	1.1	5.3	16.7

FIXED INTEREST STOCKS

Issue Price £	Amount Paid Up	Latest Renunc. Date	1979/80 High	1979/80 Low	Stock	Closing Price £	+ or −
¶¶	F.P.	—	37p	37p	Aurora 3.85% Cum. Pref.	37p	....
§	F.P.	28/2	98¾	98½	B'rnem'th & District W'ter Red. Prf. 1985	98¾	....
‖ 120p	Nil	15/2	1pm	½pm	Clifford (Chas.) 12% Cum. Pref.	½pm	....
§	£ U	30/5	10	8½	Felixstowe Dock 3½% Cum Red Pref.	9½	....
••	F.P.	8/2	88p	85p	Hewitt (J.) 10% Cum. Pref.	88p	+½
¶¶	F.P.	13/2	88¼p	78p	Thorn Elec. 7% Con. Red. 2nd Cum Prf 92-99	88p	.....

"RIGHTS" OFFERS

Issue Price p‡	Amount paid up	Latest Renunc. Date ●	Latest Renunc. Date ■	1979/80 High	1979/80 Low	Stock	Closing price p‡	+ or −
12½	F.P.	24/1	21/2	25½	14½	Associated British Engineering	21	−½
33½	Nil	—	—	28pm	25pm	Edwards (Louis C.)	28pm	.....
40	F.P.	22/1	29/2	89	69	Elson & Robbins	82	.....
60	F.P.	5/1	24/1	825	260	Hammerson Prop. A	810	..
A01	Nil	—	—	45pm	20pm	Hanimex Corp	20pm	−12
60cts	Nil	—	—	410pm	190pm	Pancontinental	385pm	+10
25	Nil	20/2	12/3	35pm	32pm	Paringa	35pm	.....
25p	Nil	21/2	13/3	40pm	35pm	Premier Cons. Oilfields	40pm	+2½
34	F.P.	11/1	1/2	49½	44	Wearwell	43½	−½

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend: cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1979. Q Gross. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. p‡ Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or takeover. ‖‖ Introduction. □ Issued to former preference holders. ■ Allotment letters (or fully-paid). ● Provisional or partly-paid allotment letters. ★ With warrants. †† Unlisted security. ‡‡ Issued as units comprising 2 income shares and 10 Capital shares at 125p per unit. † Dealings under special rule.

UNIT TRUST SERVICE

OFFSHORE & OVERSEAS—contd.

Lloyds Bk. (C.I.) U/T Mgrs.
P.O. Box 195, St. Hellier, Jersey. 0534 27561
Lloyds Tst. O'seas. ... 59.1 62.3 ..... 1.83
Next dealing February 7.
Lloyds Trust Gilt ... £9.39 9.40 ..... 12.75
Next dealing February 6.

Lloyds Bank International, Geneva
P.O. Box 438, 1211 Geneve 11 (Switzerland)
Lloyds Int. Growth ... SF441.50 473.00 ..... 0.7
Lloyds Int. Income ... SF269.00 279.50 ..... 6.40

M & G Group
Three Quays, Tower Hill EC3R 6BQ. 01-626 4588
Atlantic Jan. 29 ... US$5.80 5.98 ..... —
Australian Ex. Jan. 30 ... US$6.05 6.37 ..... —
Gold Ex.Acc. ... US$48.62 52.85 ..... —
Island ... 141.5 150.6 −0.3 3.72
(Accum Units) ... 210.4 223.9 −0.4 3.72

Midland Bank Tst. Corp. (Jersey) Ltd.
28-34, Hill St., St. Helier, Jersey. 0534 36281
Midland Drayton Gilt. 97.7 98.4 ..... 12.00

Samuel Montagu Ldn. Agents
114, Old Broad St., EC2. 01-588 6464
Apollo Fd. Jan. 29 ... SF50.48 54.70 ..... 3.22
Japfest. Jan. 31 ... HK$16.03 17.35 ..... 0.43
117 Group Dec. 31 ... US$12.67 13.63 ..... 3.04
117 Jersey Jan. 23 ... £5.76 6.32 ..... 1.00
117 Jersey O's Jan. 16 ... £6.17 6.50 ..... 3.78

Murray, Johnstone (Inv. Adviser)
163, Hope St., Glasgow, C2 041-221 5521
*Hope St. Fd. ... US$33.35 −0.05 —
*NAV Jan 31 ... US$16.21 +0.84 —
*NAV Jan. 31.

Nat. Westminster Jersey Fd. Mgrs. Ltd.
45 La Motte St., St. Helier, Jersey 0534 36241
High Income Fund ... 44.7 46.0 −1.0 13.04
Equity Fund ... 49.0 51.0 ..... 3.92

Negit S.A.
10a Boulevard Royal, Luxembourg
NAV Feb. 1 ... US$12.99 — +0.12 —

Negit Ltd.
Bank of Bermuda Bldgs., Hamilton, Brmda.
NAV Oct. 19 ... £4.35 ..... —

Pacific Basin Fund
10a Boulevard Royal, Luxembourg.
NAV Jan 31 ... US$14.26 +0.08 —

Phoenix International
PO Box 77, St. Peter Port, Guern. 0481 26741
Inter-Dollar Fund ... US$2.70 2.91 ..... —
Far East Fund ... US$1.89 2.04 ..... —
Intl. Currency Fund ... US$1.51 1.63 ..... —
Dollar Fxd. Int. Fund ... US$1.77 1.91 ..... —
Ster. Exempt Gilt Fd. ... £1.31 1.43 ..... —

Providence Capitol Life Ass. (C.I.)
PO Box 121, St. Peter Port, Guernsey 0481 26726/9
Sterling Bond Fd. ... 45.6 48.0 ..... —
Sterling Equity Fd. ... 55.6 58.3 ..... —
Intnl. Bond Fd. ... US$95.8 100.0 ..... —
Intnl. Equity Fd. ... US$96.0 101.0 ..... —
Prices at Jan. 30. Next dealing Feb. 6.

Quest Fund Mngmnt. (Jersey) Ltd.
PO Box 194, St. Helier, Jersey. 0534 27441
Quest Stlg. Fxd. Int. ... 77.4 82.0 ..... 15.24
Quest Intl. Secs. ... $0.974 1.048 ..... 3.10
Quest Intl. Bd. ... $0.841 0.891 ..... 10.66
Prices on Jan. 30. Next dealing Feb. 6.

Richmond Life Ass. Ltd.
48, Athol Street, Douglas, I.O.M. 0624 23914
(x) The Silver Trust ... 564.8 578.2 −19.4 —
Do. Diamond Bd. ... 133.6 140.7 ..... —
Do. Em Income Bd. ... 132.1 141.1 −0.2 12.77
Midway Deposit Bd. ... 107.26 108.35 ..... 17.16
Carnilon G.C.T. Bd. ... 60.3 63.6 ..... —

Rothschild Asset Management (C.I.)
P.O. Box 58, St. Julians Ct., Guernsey 0481 26331
O.C. America Fd. † ... US$1.72 1.82 ..... 0.96
OCSm. Co ... 93.3 99.2 ..... 2.93
O.C. Commodity* ... 206.4 219.5 ..... 5.12
O.C. Dir. Comdty. † ... US$50.39 54.13 ..... 0.59
O.C. Sterling Fd.** ... £11.261 +0.05 —
*Prices on Jan. 14. Next dealing Jan. 31.
†Prices on Jan. 21. Next dealing Feb. 7.
**Daily dealings. **Feb. 15.

Rothschild Asset Mgt. (Bermuda)
P.O. Box 664 Bk. of Bermuda Bld., Bermuda
Reserve Assets Fd. US$9.68 9.89 ..... —
Prices on Jan 28. Next dealing Feb. 6.

Royal Trust (C.I.) Fd. Mgt. Ltd.
P.O. Box 194, Royal Tst. Hse., Jersey. 0534 27441
R.T. Int'l. Fd. ... US$10.96 11.67 ..... 2.23
R.T. Int'l. (Jsy.) Fd. ... 83.0 89.0 ..... 3.56
Prices Jan. 29. Next dealing Feb. 5.

Save & Prosper International
Dealing to
P.O. Box 73, St. Helier, Jersey 0534 73933
Fixed Interest Funds
Deutschmark Bd.**† ... DM9.48 10.00 ..... 5.00
Dlr. Fxd. Int.**† ... US$8.08 8.56 ..... 8.41
St. Fixed***† ... 104.2 110.2 ..... 12.70
Yen Bond ... Y940.0 991.0 ..... 5.05
Equity Funds
Channel Capital*† ... 72.8 76.7 +0.1 2.51
Internatl. Gr.*† ... US$9.65 10.44 ..... —
Far Eastern*† ... US$11.01 11.91 ..... —
North American*† ... US$5.41 5.86 ..... —
Sepro*† ... US$17.32 18.93 ..... —
Trust Channel Isl.★ ... 73.4 77.3 −0.1 6.11
Commodity Funds
Commodity*** ... 217.1 228.9 ..... —
Deposit Funds
St. Deposit***★ ... 115.2 115.4 +0.1 8.22
*Prices on Jan. 29. **Jan 30. ***Feb 1.
****Jan. 24. ‡Weekly dealings. ★Daily dealings.

Schlesinger International Mngt. Ltd.
41, La Motte St., St. Helier, Jersey 0534 73588
S.A.I.L. ... 59.0 62.0 −2.0 11.59
S.A.O.I. ... 89 0.94 −0.01 7.98
Gilt Fd. ... 19.9 20.1 −0.3 13.68
Intl. Fd. Jersey ... 103.0 108.0 −4.0 3.24
Intnl. Fd. Lxmbrg. ... $14.56 15.33 −0.34 —
*Far East Fund ... 97.0 102.0 ..... —
*Next sub. day Feb. 6.

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733
International Funds
£Equity ... 83.8 89.1 ..... —
$Equity ... US$1.757 1.869 ..... —
£Fixed Interest ... 151.0 160.6 ..... —
$Fixed Interest ... US$1.144 1.217 ..... —
£Managed ... 116.2 123.6 ..... —
$Managed ... US$1.447 1.539 ..... —

J. Henry Schroder Wagg & Co. Ltd.
120, Cheapside, EC2. 01-588 4000
Amer. Inv. Tst. Jan. 23 ... US$16.42 ..... 2.13
Asian Fd. Jan. 7 ... US$21.32 21.91 ..... 2.74
Cheapside $ Feb. 1 ... US$16.67 +0.20 1.92
Darling Fd. Jan. 28 ... A$3.02 3.21 ..... 4.00
Japan Fd. Jan. 24 ... US$6.77 7.25 ..... 0.69
Trafalgar Fd. Dec. 31 ... US$190.97 ..... —

Sentry Assurance International Ltd.
P.O. Box 1776, Hamilton 5, Bermuda.
Managed Fund ... US$1.033 4.2001 ..... —

Singer & Friedlander Ldn. Agents.
20, Cannon St., EC4. 01-248 9646
Dekafonds ... DM24.15 25.42 +0.24 6.29
Tokyo Trust Feb. 1 ... US$31.75 — 2.60

Standard Chartered Intl. Bd. Fd.
37 rue Notre-Dame, Luxembourg.
NAV Jan. 28 ... US$10.01 ..... —

Stronghold Management Limited
P.O. Box 315, St. Helier, Jersey. 0534-71460
Commodity Trust ... 114.05 120.05 ..... —

Surinvest (Jersey) Ltd. (x)
Queens Hse., Don Rd., St. Helier, Jsy. 0534 27349
American Ind. Tst. ... £5.01 5.13 +0.03 —
Copper Trust ... 19.77 20.24 −0.93 —
Jap. Index Tst. ... £6.22 6.36 −0.03 —

Surinvest Trust Managers Ltd.
48, Athol Street, Douglas, Isle of Man. 0624 23914
The Coin Trust ... 101.5 106.8 ..... —

TSB Unit Trust Managers (C.I.) Ltd.
10 Wharf St., St. Helier, Jersey (C.I.). 0534 73494
TSB Jersey Fund ... 50.7 52.8 ..... 4.55
TSB Guernsey Fund ... 50.7 52.8 ..... 4.55
Prices on Jan. 30. Next sub. day Feb. 5.

TSB Gilt Fund Managers (C.I.) Ltd.
10 Wharf St., St. Helier Jersey (CI) 0534 73494
TSB Gilt Fund ... 92.0 95.0 ..... 12.00
TSB Gilt Fd. (Jsy.) ... 92.0 95.0 ..... 12.00
Prices on January 30. Next sub. day February 6.

Tokyo Pacific Holdings N.V.
Intimis Management Co. N.V., Curacao.
NAV per share January 28 US$70.24

Tokyo Pacific Hldgs. (Seaboard) N.V.
Intimis Management Co. N.V., Curacao.
NAV per share January 28 US$51.27

Tyndall Group
P.O. Box 1256 Hamilton 5, Bermuda. 2-2760
Overseas Jan. 30 ... US$1.35 1.43 ..... 6.00
(Accum. Units) ... US$2.32 2.45 ..... —
Man. Int. Jan. 24 ... US$3.26 3.43 ..... —
2 New St., St. Helier, Jersey. 0534 37331/3
TOFSL Jan. 31 ... £8.45 9.05 ..... 2.76
(Accum. Shares) ... £14.05 15.10 ..... —
American Jan. 31 ... 102.2 109.6 ..... 2.74
(Accum shares) ... 106.8 114.6 ..... —
Far Eastern Jan. 31 ... 96.6 103.8 ..... 1.95
(Accum shares) ... 99.6 107.0 ..... —
European Jan. 31 ... 72.0 77.4 ..... 2.91
(Accum. Shares) ... 73.8 79.4 ..... —
Jersey Fd. Jan. 30 ... 159.0 168.6 ..... 9.73
(Non-J. Acc. Uts.) ... 254.8 270.2 ..... —
Gilt Fund Jan. 30 ... 99.0 101.0 ..... 12.02
(Accum. Shares) ... 151.8 154.6 ..... —
Victory House, Douglas, Isle of Man. 0624 24111.
Managed Jan. 24 ... 145.2 153.0 ..... —
High Inc. Gilt Jan. 30 ... 105.0 107.0 ..... 13.39
(Accum Shares) ... 105.0 107.0 ..... —

Unilife Assurance (Overseas) Ltd.
P.O. Box 1388, Hamilton 5-31, Bermuda
Internl. Mngd. Fd. ... US$1.11 — ..... —

Union-Investment-Gesellschaft mbH
Postfach 16767, D 6000 Frankfurt 16.
Unifonds ... DM15.80 16.60 +0.10 —
Unirak ... DM48.50 50.95 +0.05 —
Unirenta ... DM35.46 36.60 ..... —

Utd. Intnl. Mngmnt (C.I.) Ltd.
14, Mulcaster Street, St. Helier, Jersey
U.I.B. Fund ... US$99.48 102.01 ..... 8.09

van Cutsem & Associates Ltd.
42, Essex Street, London, WC2 01-353 6845
PanAmer. O's. Fd. US$9.43 ..... —

S. G. Warburg & Co. Ltd.
30, Gresham Street, EC2. 01-600 4555
Cnv. Bd. Feb. 1 ... US$9.72 −0.04 —
Eng. Int. Feb. 1 ... US$36.09 +0.27 —
Grt. St. $Fd. Jan. 31 ... US$8.52 ..... —
Merc. Eurobd. Jan 30 US$10.58 10.69 ..... 0.365
Merc. My. Mkt. Feb. 4 10.64 10.65 −1.00 —

Warburg Invest. Mngt. Jrsy. Ltd.
7 Library Place, St. Helier, Jsy CI 0534 37317
CMF Ltd. Dec. 31 ... US$14.87 15.28 −0.11 2.??
CMT Ltd. Dec. 31 ... £14.24 14.60 +0.01 2.19
Metal Tst. Jan. 17 ... £15.19 15.56 ..... 30.92
SMT Ltd. Jan. 3 ... £9.98 10.?? ..... —
TMT Jan. 10 ... US$13.09 13.43 ..... 2.31
TMT Ltd. Jan. 10 ... £12.86 12.16 ..... 0.99

Wardley Investment Services Ltd.
4th Floor, Hutchison House, Hong Kong
Wardley Tnst. ... HK$20.10 28.50 ..... —
Wardley Nikko As. Fd. US$30.50 31.10 ..... —
Wardley Bond Trust ... US$9.50 9.78 ..... —
Wardley Japan Trust ... US$10.64 10.94 ..... —

World Wide Growth Management
10a, Boulevard Royal, Luxembourg
Worldwide Gth Fd. $US26.59 −0.07 —

Wren Commodity Trust
10, St George's St., Douglas IoM 0624 25015
Wren Commod. Tst. ... 38.6 39.8 ..... —

FT UNIT TRUST INFORMATION SERVICE

هكذا من الاصل

AUTHORISED UNIT TRUSTS

Abbey Unit Tst. Mngrs. (a)
72-80, Gatehouse Rd., Aylesbury 0296 5941

Abbey Amer. Gth. Tst.	49.3	52.2	+0.4	1.92
Abbey Capital	35.1	37.9	-0.5	5.79
Abbey General	45.7	48.8	-0.7	5.61
Abbey Gilt & F.I. Tst.	98.6	104.9	-1.7	3.77
Abbey Income	40.9	44.4	-0.1	8.63
Abbey Ind. Bd. Tst.	93.7	98.1	-0.3	5.61
Abbey Inv. Tst. Fnd.	36.2	39.1	-0.1	5.97
Equitas Prog. Trust	68.2	73.7	-1.0	5.86

Allen Harvey & Ross Unit Tst. Mngrs.
45, Cornhill, London EC3V 3PB. 01-623 6314.

AHR Gilt & Pref.	91.7	96.6	.....	13.00

Allied Hambro Group (a)(g)
Hambro Hse., Hutton, Brentwood, Essex.
01-588 2851 or Brentwood (0277) 211459

Balanced Funds

Allied 1st	75.0	80.3	-0.8	5.98
Brit. Inds. Fund	67.8	72.5	-0.9	6.27
Growth & Income	39.9	42.7	-0.5	5.90
Elect. & Ind. Dev.	36.8	39.4	-0.3	5.33
Allied Capital	74.9	80.1	-0.9	5.49
Hambro Fund	114.6	122.6	-1.3	6.00
Hambro Acc. Fund	140.4	150.2	-1.8	5.36

Income Funds

High Yield Fd.	69.9	74.8	.....	9.63
High Income	69.4	74.3	-0.3	7.94
A. H. Eq. Inc.	39.7	42.5	-0.3	8.21

International Funds

International	28.9	30.9	.....	2.60
Pacific Fund	45.1	48.3	+0.1	2.56
Secs. Of America	61.4	65.7	+0.4	2.13

Specialist Funds

Smaller Co.'s Fd.	47.2	50.5	-0.1	4.65
2nd Smlr. Co's Fd.	56.4	60.4	.....	4.47
Recovery Sits.	112.3	120.2	-0.8	6.45
Met. Min. & C'dty.	57.3	61.3	-0.2	4.81
Overseas Earnings	57.0	61.0	-0.7	5.57

Exempt Funds

Far East Exempt	53.2	55.3	+0.2	3.20
Smaller Co. Exempt	73.2	76.9	-0.1	5.07
U.S.A. Exempt	109.0	113.4	+0.8	3.09

Anderson Unit Trust Managers Ltd.
158, Fenchurch St., EC3M 6AA. 623 9231

Anderson U.T.	55.9	60.2	.....	5.68

Ansbacher Unit Mgmt. Co. Ltd.
1, Noble St., EC2V 7JA. 01-623 6376

Inc. Monthly Fund	150.0	159.0	.....	12.40

Arbuthnot Securities Ltd. (a)(c)
37, Queen St., London, EC4R 1BY. 01-236 5281

High Yield	42.9	46.7	.....	11.60
(Accum. Units)	68.9	74.9	.....	11.60
Extra Income Fd.	97.7	106.2	-0.3	11.00
(Accum. Units)	105.8	115.0	-0.3	11.00
High Inc. Fund	36.0	39.2	-0.1	11.32
♦(Accum. Units)	56.5	61.5	-0.2	11.32
(8½% W'drwl. Uts.)	47.0	51.0	-0.1	11.32
Preference Fund	21.7	23.6	.....	14.10
(Accum. Units)	38.6	42.0	.....	14.10
Capital Fund†	22.5	24.3	+0.7	—
Commodity Fund***	83.6	91.9	.....	3.05
(Accum. Units)	126.6	139.2	.....	3.05
(10% W'drwl.U.)	66.9	73.6	.....	3.05
Fin.&Prop.Fd.*	20.9	22.8	.....	4.78
Giants Fund	36.7	39.6	-0.5	4.38
(Accum. Units)	45.9	49.5	-0.7	4.38
Growth Fund	34.3	37.0	-0.2	3.07
(Accum. Units)	43.4	46.8	-0.2	3.07
Smaller Co's Fd*	30.0	32.7	.....	4.67
Eastern & Intl. Fd†	30.4	33.1	-0.4	1.00
(6% W'drwl.Uts.)	22.3	24.3	-0.2	1.00
Foreign Fund**	105.0	115.8	.....	2.52
N. Amer. & Int. Fd††	31.7	34.5	.....	1.00
Gilt & Fixed Int.*	41.0	45.0	.....	5.99
(Accum. Units)	42.0	46.0	.....	5.99

Dealings: †Tues. *Weds. ††Thurs. **Second Thurs. in month. ***Weekly dealing day Friday.

Archway Unit Tst. Mgs. Ltd.♥ (a)(c)
317, High Holborn, WC1V 7NL. 01-831 6233

Archway Fund	97.2	103.0	.....	5.64

Prices at Jan. 31. Next sub. day Feb. 7.

Barclays Unicorn Ltd.♥ (a)(c)(g)
Unicorn Ho. 252, Romford Rd., E7. 01-534 5544

Unicorn America	31.6	33.9	.....	1.87
Do. Aust. Acc.	107.1	115.1	-0.2	1.29
Do. Aust. Inc.	82.6	88.8	-0.2	1.29
Do. Capital	73.1	78.7	-0.7	5.42
Do. Exempt Tst.	115.1	119.8	-0.9	7.01
Do. Extra Income	28.8	31.1	-0.6	9.32
Do. Financial	81.7	87.8	-0.6	4.63
Do. 500	83.4	89.6	-0.6	6.70
Do. General	36.4	39.1	-0.3	6.37
Do. Growth Acc.	49.7	53.4	-0.5	4.91
Do. Income Trust	89.3	96.5	-0.5	7.71
Do. Prf. A'ns. Tst.	194.9	207.3	-2.2	3.77
Do. Recovery	50.1	53.8	-0.2	6.18
Do. Trustee Fund	124.4	133.7	-1.4	5.96
Do. W'ldwide Tst.	50.0	53.7	-0.2	3.50
B'tst.In.Fd. Inc.	65.0	67.7	-0.9	6.50
Do. Accum.	79.0	82.2	-1.2	6.50

Baring Brothers & Co., Ltd.♥ (a)(x)
88, Leadenhall St., EC3. 01-588 2830

Stratton Trust	206.8	215.5	.....	4.86
Do. Accum.	268.5	279.6	.....	4.86

Next sub. day Jan. 22.

Bishopsgate Progressive Mgmt. Co.♥
9, Bishopsgate, EC2. 01-588 6280

B'gate Pr.** Jan. 22.	237.9	252.8	.....	4.31
Acc. Uts.** Jan. 22.	294.0	312.4	.....	4.31
B'gate Int. *Jan. 29.	230.6	244.7	.....	2.81
(Accum.) *Jan. 29.	262.2	278.3	.....	2.81

Next sub. day *Feb. 12. **Feb. 5.

Bridge Fund Managers (a)(c)
Regis Hse., King William St., EC4. 01-623 4951

Amer. Gen.	26.7	28.5	.....	1.27
Income*	54.5	59.3	.....	7.18
Capital Inc.†	44.9	47.8	.....	3.13
Do. Acc.†	51.6	54.9	.....	3.13
Exempt†	138.0	147.0	.....	5.06
Internl. Inc.†	18.7	19.9	.....	3.88
Do. Acc.†	21.7	23.0	.....	3.88

Dealing *Tues. †Wed. ‡Thurs. Prices Jan. 29/30/31.

Britannia Trust Management (a)(g)
3, London Wall Buildings, London Wall,
London EC2M 5QL. 01-638 0478/0479

Assets	84.9	91.3	-0.6	6.92
Capital Acc.	66.0	71.0	-0.6	5.01
Comm & Ind	58.9	63.3	-0.5	6.24
Commodity	126.7	136.2	-0.3	3.39
Domestic	43.1	46.3	-0.5	5.44
Exempt	119.3	125.6	-0.1	0.46
Extra Income	35.6	38.3	-0.1	11.81
Far East	23.8	25.6	.....	2.63
Financial Secs.	74.1	79.7	-0.9	5.24
Gold & General	174.5	187.7	+1.6	5.45
Growth	97.0	104.3	-0.9	5.27
Inc. & Growth	73.1	78.7	-0.7	8.74
Int'l Growth	67.7	72.8	+0.1	3.24
Invest. Tst. Shares	49.9	51.5	-0.4	4.97
Minerals	80.0	86.1	+1.3	3.88
Nat. High Income	73.4	78.9	-0.2	10.39
Special Situations	45.1	48.5	-0.1	6.06
North American	32.4	34.8	.....	2.11
Professional	715.5	737.6	-4.1	4.96
Property Shares	19.4	20.8	-0.1	2.87
Shield	53.6	57.6	-0.6	5.85
Status Change	34.0	36.5	-0.1	4.99
Univ Energy	62.5	67.3	-0.3	1.69

The British Life Office Ltd♥ (a)
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

BL British Life	54.9	58.1	-0.6	6.31
BL Balanced*	53.3	57.0	.....	6.37
BL Dividend*	37.3	39.9	.....	10.40

*Prices Jan. 30. Next dealing Feb. 6.

Brown Shipley & Co. Ltd.♥
Harlands Hse., Haywards H'th, Sx. 0444-58144

BS Units Feb. 4	230.5	244.4	-6.8	5.54
Do. (Accum.) Feb. 4	309.5	328.0	-3.0	5.54

Oceanic Trusts (a) (g)

Financial	41.3	43.8	-0.4	4.19
General	22.7	24.1	-0.2	4.87
Growth Accum.	57.0	60.4	-0.5	4.74
Growth Income	42.8	45.4	-0.3	4.74
High Income	27.8	30.2	.....	11.23
I.T.U.	21.0	22.2	.....	5.32
Index	25.3	26.8	-0.4	5.17
Overseas	20.9	22.1	.....	4.65
Performance	62.5	66.3	.....	3.18
Recovery	21.9	23.2	-0.1	8.45
Exempt Jan. 31	63.2	65.8	.....	6.06

Canada Life Unit Trst. Mngrs. Ltd.♥
2-6 High St., Potters Bar, Herts. P. Bar 51122

Can. Gen Dist.	41.1	43.3	+0.5	3.64
Do. Gen. Accum	53.8	56.6	-0.7	3.64
Do. Income Dist.	32.3	34.0	+0.6	9.36
Do. Inc. Accum.	46.0	48.5	-0.3	9.36

Capel (James) Mngt. Ltd.♥
100, Old Broad St., EC2N 1BQ 01-588 6010

Capital	86.4	92.0	.....	5.82
Income	76.6	81.5	.....	10.80
North American	98.5	104.8	.....	2.50

Prices on Jan. 16. Next dealing date Feb. 6.

Carliol Unit Fd. Mgrs. Ltd.♥ (a)(c)
Milburn House, Newcastle-upon-Tyne 21165

Carliol	71.7	74.2	.....	6.67
Do. Accum. Units	91.4	93.9	.....	6.53
Do. High Yield	39.9	41.5	.....	9.74
Do. Accum. Units	54.6	57.1	.....	10.08

Next dealing date February 6.

Charinco Charities N/R Fund‡‡
15, Moorgate, London, EC2. 01-638 4121

Income Dec. 31	109.80	—	.....	12.39
D. Accum. Nov. 30	165.83	—	.....	12.39

Charities Official Invest. Fund‡‡
77 London Wall, EC2N 1DB. 01-588 1815

Income Dec. 18		129.60	.....	0.04
Accum. Dec. 18		288.02	.....	—

Chieftain Trust Managers Ltd♥ (a)(g)
11, New St., EC2M 4TP. 01-283 2632

American(z)	23.9	26.0	+0.1	2.45
Far Eastern Trust(z)	23.2	25.2	+0.2	1.00
High Income	37.4	41.0	-0.2	10.59
International Trust (z)	31.6	34.4	.....	1.68
Basic Resources Tst.	48.4	52.6	+0.2	2.13
Intern. Growth Tst.	23.9	25.9	-0.1	8.10
Pref. & Gilt Tst.	22.2	24.1	.....	15.68
Smaller Co's Trust	24.2	26.2	.....	4.29

Confederation Funds Mgt. Ltd. (a)
50, Chancery Lane, WC2A 1HE. 01-242 0282

Growth Fund	58.4	61.4	.....	4.75

Cosmopolitan Fund Managers (z)
57-63 Princes St., Manchester. 061-236 5685

Growth	15.8	17.1	-0.1	6.93
Income	40.1	43.3	.....	13.72
Overseas	67.3	72.3	.....	1.67

Craigmount Unit Tst. Mgrs. Ltd.
40 Bucklersbury, London EC4N 8BD. 01-248 4984

High Income	39.0	42.6	-0.2	10.7
North American	53.7	58.1	+0.3	2.74
Canadian Exempt	58.7	62.4	.....	4.88
Canadian Trust	58.3	63.3	.....	2.86
Mid Mount High Inc.	46.5	48.9	.....	10.40
Recovery	49.8	54.1	+0.3	6.00
Gilt Trust	43.7	45.3	.....	10.76

Crescent Unit Tst. Mngrs. Ltd. (a)(g)
4 Melville Cres., Edinburgh 3 031-226 4931

Cres. Amer. Fd.	28.0	30.1	+0.3	1.21
Cres. Internat'l.	59.5	64.2	-0.2	2.00
Cres. High. Dist.	42.6	46.0	-0.2	10.46
Cres. Reserves	42.1	45.4	-0.1	6.19
Cres. Tokyo	19.3	20.8	+0.1	1.00

NOTES

Prices are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by ♦. ¶ Guernsey gross. # Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies.

Discretionary Unit Fund Managers
22 Blomfield St., EC2M 7AL. 01-638 4485

Dis. Inc. Jan. 25	200.8	214.1	.....	5.54

E. F. Winchester Fund Mngt. Ltd.
44, Bloomsbury Square, WC1A 2RA 01-623 8893

Great Winchester	16.8	18.6	.....	6.24
Gt. Winchester O'seas	19.6	21.8	.....	2.52

Emson & Dudley Tst. Mngmnt. Ltd.
28b Albemarle St., W1. 01-493 3211

Emson Dudley Tst.	69.6	74.8	.....	6.00

Equity & Law Un. Tr. M.♥ (a)(b)(c)
Amersham Rd., High Wycombe. 0494 33377

Equity & Law	74.0	77.8	-1.0	5.06

Fidelity International Management Ltd.
62-63, Queen St., London, EC4R 1AD. 01-248 4891

American	27.1	28.6	+0.2	1.0
Fixed Interest	25.3	26.7	.....	12.5
Growth + Income	28.3	29.8	-0.1	7.80
Special Sits.	28.6	30.2	-0.1	3.00

James Finlay Unit Trust Mngt. Ltd.
10-10, West Nile Street, Glasgow. 041-204 1321

J. Finlay Internat'l.	28.1	30.3	.....	2.30
Accum. Units	34.1	36.8	.....	2.30
J. Finlay High Income	33.5	36.2	.....	9.40
J. Finlay Euro.Fin.	23.6	25.5	.....	3.30
Accum. Units	29.1	31.5	.....	3.30
J. Finlay Fd. In.Tst.	31.9	34.5	.....	5.00
Accum. Units	38.5	41.6	.....	5.00

Prices on January 30. Next dealing February 6.

Framlington Unit Mgt. Ltd. (a)
64, London Wall, EC2M 5NQ. 01-628 5181

American	54.8	58.2	+0.8	1.75
American Turnaround	53.4	56.8	+0.4	2.00
Capital Tst.	52.2	55.4	-0.2	4.88
(Accum. Units)	52.2	55.4	-0.2	4.88
Income Tst.	36.8	39.0	-0.2	8.45
Int. Growth Fd.	44.4	47.2	.....	2.13
(Accum. Units)	47.0	50.0	.....	2.12

Friends' Provdt. Unit Tr. Mgrs.♥
Pixham End, Dorking. 0306 5055

Friends Prov. Units	48.0	51.3	-0.4	4.96
Do. Accum.	66.2	70.7	-0.6	4.96

Funds in Court*
Public Trustee, Kingsway, WC2. 01-405 4300

Capital Jan. 31	113.9	117.2	.....	4.95
Gross Inc. Jan. 31	74.3	76.5	.....	10.84
High Yield Jan. 31	87.3	90.2	.....	10.01

*Unauth. Restricted to monies under Court control.

G.T. Unit Managers Ltd.♥
16 Finsbury Circus, EC2M 7DD 01-628 8131

G.T. Cap. Income	117.2	124.6	.....	3.20
Do. Acc.	147.3	156.6	.....	3.20
G.T. Inc. Fd. Un.	180.3	191.8	.....	7.90
G.T. U.S. & Gen.	154.1	163.9	.....	2.10
GT Wld. Bd. Fd.	48.2	50.9	.....	5.30
G.T. Japan & Gen.	72.7	76.9	.....	2.80
♦Gt. Pens. Ex. Fd.	251.5	264.0	.....	2.70
G.T. Int'l. Fund	186.4	198.2	.....	1.80
G.T. Four Yds. Fd.	49.7	52.8	.....	8.30
G.T. Far East & Gen.	54.7	58.8	.....	2.80

G. & A. Trust (a) (g)
5 Rayleigh Road, Brentwood. (0277) 227300

G. & A.	35.8	38.2	-0.6	5.45

Gartmore Fund Managers♥ (a)(g)
2 St. Mary Axe, EC3A 8BP 01-623 6114
Dealing only: 01-623 5766/5806

American Trust	29.5	31.8	.....	0.82
British Tst. (Acc.)	60.4	65.0	-0.5	4.53
Commodity Share	40.6	43.4	.....	3.12
Extra Income Tst.	22.9	24.7	+0.1	9.50
Far East Trust	35.8	38.4	+0.3	2.82
High Income Tst.	55.1	59.3	.....	10.28
Income Fund	74.1	79.7	-0.3	7.38
Ins. Agencies	£14.71	15.69	-0.08	4.62
Intl. Exempt Fd.	93.6	102.3	-0.6	7.07
Intl. Tst. (Acc.)	34.8	37.4	.....	1.19
Special Sits. Tst.	28.5	30.0	-0.2	2.74

Gibbs (Antony) Unit Tst. Mgs. Ltd. (a)
3 Frederick's Pl., Old Jewry, EC2 01-588 4111

Extra Income	28.9	31.5	-0.3	9.90
Income	41.8	45.5	.....	9.60
Accumulation	73.2	79.6	-1.0	4.1
Growth	43.9	47.8	-0.2	4.60
Capital	45.1	49.1	-0.5	4.8
Small Co's	43.7	47.5	-0.5	4.70
Technology	65.3	71.0	.....	3.60
Private	47.8	46.6	-0.4	5.10
Intl. Ents. & Assets	50.6	55.0	-0.3	3.20
American	27.4	29.5	+0.1	2.10
Far East & Gen.	31.1	33.5	+0.1	1.50

Govett (John)♥
77 London Wall, EC2 01-588 5620

Stckhldr Feb. 1	124.5	131.3	.....	3.05
Do. Accum. Unit	154.3	162.9	.....	3.05

Next dealing Feb. 15.

Grieveson Management Co. Ltd.
59 Gresham Street, EC2P 2DS 01-606 4433

Barrington Jan. 30	244.7	255.8	.....	5.67
(Accum. Units)	282.8	295.6	.....	5.67
Barrgtn. H.Y. Jan. 31	172.1	180.3	.....	10.16
(Accum. Units)	222.6	233.1	.....	10.16
BarrgtnSmCos Feb 1	107.2	112.3	.....	6.20
Endeav. Jan. 29	270.4	280.9	.....	1.68
(Accum. Units)	287.8	298.9	.....	1.68
Grenchstr. Feb. 1	95.4	99.1	.....	3.34
(Accum. Units)	102.2	106.0	.....	3.4
Ln.& Brnss. Jan. 30	70.5	73.9	.....	5.04
(Accum. Units)	77.4	79.9	.....	5.04

Guardian Royal Ex. Unit Mgrs. Ltd.
Royal Exchange, EC3P 3DN 01-628 8011

(ag) Guardhill Tst.	105.5	109.3	-1.6	4.88

Henderson Administration♥ (a)(c)(g)
Premier UT Admin., 5, Rayleigh Road, Hutton,
Brentwood, Essex. 0277 217238

U.K. Funds

Cabot Recovery	49.9	53.4	-0.3	6.62
Cap. Growth Inc.	64.0	68.5	-0.4	2.45
Cap. Growth Acc.	66.9	71.6	-0.5	2.45
Income & Assets	35.0	37.5	-0.2	7.34

High Income Funds

High Income	61.2	65.5	-0.1	9.01
Cab. Extra Inc.	55.5	59.4	.....	9.59
Cab. Sml. Cos. Div.	40.4	42.5	-0.1	10.05
CabotPref.&Gilt	45.7	48.1	-0.1	13.29

Sector Funds

Financial & ITU	32.7	36.0	-0.2	2.84
Oil & Nat. Res.	48.9	52.8	.....	1.43

International

International	35.6	38.2	+0.1	1.52
World Wide Feb. 1	108.5	115.4	.....	4.59

Overseas Funds

Australian	61.1	65.4	-1.5	0.29
European	46.7	50.0	.....	1.90
Far East	61.1	65.4	-0.1	0.54
Pacific Sm. Cos.	57.9	60.4	+0.4	1.99
North Amer.	37.2	39.8	.....	1.13
Cabot Am. Sm.	60.0	64.1	+0.3	1.00

Exempt Funds

Japan Jan. Feb. 1	66.6	69.4	.....	0.48
N. Amer. Feb. 1	117.6	122.5	.....	1.99
Smaller Cos.	121.7	126.8	-0.3	6.28

Hill Samuel Unit Tst. Mgrs.† (a)
45 Beech St., EC2P 2LX 01-628 8011

(b) British Trust	154.2	165.0	-4.0	5.71
(b) Capital Trust	30.2	32.2	-1.1	5.33
(g) Dollar Trust	74.5	79.7	+0.1	2.58
(g) Far East	23.3	25.0	.....	1.10
(b) Financial Trust	102.8	110.0	-4.1	4.93
(b) High Yield Tst.	26.8	28.7	-0.2	10.02
(b) Income Trust	24.8	26.6	-0.8	9.30
(g) Int'l Trust	33.4	35.8	.....	3.19
(b) Security Trust	51.8	55.5	-1.7	5.70
(b) Spec. Sits. Tst.	25.8	27.7	-0.1	3.83
Gen. Exempt. Jan. 15	£133.0	£141.0	.....	5.18

Investment Intelligence Ltd.♥ (a)(g)
15, Christopher Street, E.C.2. 01-247 7243

Intel. Amer. Tech. Fd.	55.2	60.2	+0.2	1.00
Intel Inv. Fund	27.2	29.2	-0.2	9.50
Intel Pacific Fund	67.6	72.4	.....	2.50
Intel Small Co's Fd.	77.2	82.6	-0.3	6.50

Key Fund Managers Ltd. (a)(g)
25, Milk St., EC2V 8JE. 01-606 7070

Key Energy In.Fd.	133.6	142.3	.....	1.85
Key Equity & Gen.	75.3	80.1	.....	6.07
♦Key Exempt Fd.	194.6	207.1	.....	5.98
Key Income Fund	68.3	72.7	.....	11.82
Key Fixed Int. Fd.	54.8	58.4	.....	13.05
Key Small Co's Fd.	127.4	138.2	.....	4.88

Kleinwort Benson Unit Managers♥
20, Fenchurch St., EC3. 01-623 8000

K.B. Unit Fd. Inc.	97.6	106.1	.....	6.38
K.B. Unit Fd. Ac.	128.3	139.1	.....	6.38
K.B. Fd. Inv. Tsts.	60.2	65.2	+1.1	4.94
K.B. Fd. In.Tst.Acc.	63.3	68.6	+7.8	—
KBSmlrCo's Fd Inc.	52.3	57.2	.....	7.27
KB Sm.Cos. Fd. Acc.	55.0	60.1	.....	—
High Yld. Fd. Inc.	46.1	49.9	.....	9.83
High Yld. Fd. Acc.	50.3	54.4	.....	9.83

L & C Unit Trust Management Ltd.♥
The Stock Exchange, EC2N 1HP. 01-588 2800

L&C Inc. Fund	144.5	149.0	.....	8.17
L&C Intl & Gen Fd.	106.7	110.0	.....	3.84

Legal & General Tyndall Fund♥
18, Canynge Road, Bristol. 0272 32241

Dis. Jan. 16	70.6	74.8	.....	5.88
(Accum. Units)	92.2	97.6	.....	—

Next sub. day Feb. 13.

Leonine Administration Ltd.
2, St. Mary Axe, EC3A 8BP. 01-623 6114.

Leo Distribution	88.6	94.1	.....	3.84
Leo Accum.	99.1	106.1	.....	2.51

Lloyds Bk. Unit Tst. Mngrs. Ltd.♥ (a)
Registrar's Dept., Goring-by-Sea,
Worthing, West Sussex. 01-623 1288

Balanced	57.2	61.5	-0.7	5.22
Do. (Accum.)	83.3	89.5	-1.1	5.22
Worldwide Gwth.	61.4	66.0	-0.4	3.03
Do. (Accum.)	79.8	85.8	-0.6	3.03
Income	84.4	90.7	-0.8	7.56
Do. (Accum.)	124.4	133.7	-1.1	7.56
Extra Income	58.7	63.1	-0.3	9.40
Do. (Accum.)	73.1	78.5	-0.4	9.40
♦Exempt Jan. 2	91.2	96.0	.....	8.60

♦Unauthorised. For tax exempt funds only.

Lloyd's Life Unit Tst. Mngrs. Ltd.
72-80, Gatehouse Rd., Aylesbury. 0296 5941

Equity Accum.	190.6	200.8	.....	5.12

Local Authorities' Mutual Invest. Tst.*
77, London Wall, EC2N 1DB. 01-588 1815

Prop. Fd. Dec. 31		134.60	.....	6.20
Wider Fd. Dec. 31		201.05	.....	5.93
Narrower Fd. Dec. 31		71.45	.....	15.96

*Unauthorised. Available only to Local Authorities.

M & G Group♥ (y)(c)(z)
Three Quays, Tower Hill, EC3R 6BQ. 01-626 4588
See also Stock Exchange Dealings.

American	52.9	56.1	-0.1	1.76
(Accum. Units)	55.6	58.9	-0.1	1.76
American Recovery	52.3	55.4	-0.1	1.99
(Accum. Units)	52.5	55.7	-0.1	1.99
Australasian	83.9	90.2	-0.4	1.17
(Accum. Units)	86.9	93.4	-0.4	1.17
Commodity	118.1	127.0	-0.4	3.23
(Accum. Units)	135.6	145.8	-0.5	3.23
Compound Growth	138.4	148.8	.....	3.84
Conversion Growth	90.4	96.3	-0.9	2.85
Conversion Inc.	74.0	78.8	+0.3	9.16
Dividend	124.7	135.2	.....	9.00
(Accum. Units)	259.5	281.7	.....	9.00
European	59.8	63.7	-0.4	3.48
(Accum. Units)	63.8	67.9	-0.5	3.48
Extra Yield	85.7	93.2	+0.1	9.86
(Accum. Units)	125.3	136.0	+0.1	9.86
Far Eastern	72.9	78.4	-0.3	1.79
(Accum. Units)	82.1	88.3	-0.2	1.79
Fund of Inv. Tsts.	66.8	71.8	-0.2	5.54
(Accum. Units)	86.0	92.5	-0.2	5.54
General	192.5	206.9	-0.9	6.46
(Accum. Units)	319.2	343.1	-1.5	6.46
High Income	107.3	114.3	+0.4	9.37
(Accum. Units)	197.7	210.6	+0.7	9.37
Japan	126.9	135.2	+0.6	0.75
(Accum. Units)	131.7	[illegible]	+0.7	0.75
Magnum	280.1	[illegible]	-2.2	4.51
(Accum. Units)	372.9	[illegible]	-2.9	4.51
Midland	170.3	[illegible]	-0.3	9.04
(Accum. Units)	304.2	[illegible]	-0.5	9.04
Recovery	112.5	[illegible]	-0.8	5.51
(Accum. Units)	120.8	[illegible]	-0.9	5.51
Second Gen.	199.6	[illegible]	-0.2	5.87
(Accum. Units)	321.1	[illegible]	-0.3	5.87
Smaller Companies	271.8	[illegible]	-0.3	4.06
(Accum. Units)	289.9	[illegible]	-0.3	4.06

Specialised Funds

Trustee	155.3	163.8	-0.5	7.01
(Accum. Units)	326.4	344.4	-1.1	7.01
Charibond Jan. 29		105.4	.....	11.54
Charifund Jan. 29	156.8	165.4	+1.8	6.14
(Accum. Units)	225.3	229.7	.....	8.86
Pension Ex. Jan. 28	155.1	163.6	.....	6.18

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
99⅜	95⅞	Treasury 9pc 1980‡‡	99²³⁄₃₂xd	.....	9.05	15.83
99⅞	95½	Treasury 9½pc '80‡‡	97½	.....	9.70	17.14
97	92¼	Treasury 3½pc '77-80	96	−⅛	3.65	15.16
97⅛	92⅞	Funding 5½pc '78-80‡‡	96¼	−⅛	5.45	16.15
103⅝	97½	Exchequer 13pc 1980‡‡	98⅛	−½	13.25	15.36
102⅛	95⅜	Treasury 11½pc 1981‡‡	96⅞	−⅛	11.87	15.09
93⅛	88⅞	Treasury 3½pc 1979-81	91⅜xd	−⅛	3.81	11.27
95⅛	92⅛	Treasury 9¾pc 1981‡‡	93½	−¼	10.43	16.03
96⅛	89½	Exch. 8¼pc 1981	91⅞	−¼	9.03	15.49
98¼	91¼	Exch. 9½pc 1981	92⅞	−¼	10.28	15.41
91¼	84¼	Exch. 3pc 1981	87⅞xd	−⅛	3.42	11.95
98⅛	94⅞	Treas. Variable '81‡‡	95¼	−⅛	17.25	18.82
104⅞	95⅞	Exch. 12¾pc 1981‡‡	95½	−⅛	13.35	15.61
95⅞	87¼	Treas. 8½pc '80-82‡‡	88½	−½	9.58	15.38
89⅛	82	Treasury 3pc '82‡‡	84¾xd	−¼	3.54	11.65
108⅞	97	Treasury 14pc '82‡‡	97	−⅛	14.43	15.68
97¼	92⅞	Treas. Variable '82‡‡	94⅞	−⅛	17.63	19.55
95¼	85¼	Treasury 8¼pc '82	86⅝	−⅛	9.52	15.04
97¼	85¼	Exch. 9¼pc 1982	86⅞	−½	10.65	15.46
95⅞	84⅞	Exch. 8¾pc 1983	85⅞	−⅛	10.19	14.86
86⅛	76¼	Exch. 3pc '83	77⅞xd	−¼	3.87	12.05
104⅞	90⅞	Treasury 12pc 1983‡‡	91⅛	−½	13.17	15.69
95	90⅛	Treas. Variable '83‡‡	91¼	−⅛	18.29	20.37
97¼	82½	Treasury 9¾pc '83	84⅞	−½	10.59	15.02
60⅛	58	Exch. 13pc '83 £60pd	58	−⅛	14.25	15.36
99⅛	83½	Exch. 10pc 1983	84⅞	−⅛	11.70	15.30
89⅞	76	Funding 5½pc '82-84‡‡	77⅞	−⅛	7.06	12.81
97⅞	86⅛	Exch. 11¼pc 1984	87⅞xd	−½	12.80	15.40
98⅞	95¼	Exchequer 14pc 1984	95¼	−⅛	19.70	15.53
77¼	68⅞	Exch. 3pc 1984	68⅞	−¼	4.39	12.63
101¼	87¼	Treasury 12pc 1984	88⅞	−⅛	13.54	15.46

Five to Fifteen Years

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
103⅞	98⅛	Treasury 15pc 1985	98⅞xd	−½	15.14	15.27
110	57½	Exch. 12¼pc 1985	91⅞	−½	13.71	15.03
95	77⅞	Treasury 8½pc '84-86‡‡	80¼	−½	10.67	13.30
112⅛	91	Exch. 13¼pc 1987	93⅞	−½	14.23	14.86
84⅞	70⅝	Funding 6½pc '85-87‡‡	73	−½	9.12	12.67
88⅞	72⅛	Treasury 7¾pc '85-88‡‡	73⅛	−½	10.63	13.37
70⅞	54⅞	Transport 3pc '78-88	56⅝	−⅛	5.33	11.16
95⅞	82¼	Treasury 11½pc 1989	83½xd	−½	13.68	14.76
73	58⅞	Treasury 5pc '86-89	61⅞	−⅛	8.36	12.16
113⅞	87⅞	Treasury 13pc 1990‡‡	92½	−⅛	14.17	14.58
89¼	68⅞	Treasury 8¼pc '87-90‡‡	71¼	−½	11.67	13.59
106⅛	80½	Treasury 11¾pc 1991	85	−⅛	13.96	14.69
73½	58⅞	Funding 5¾pc '87-91‡‡	61½	−⅛	9.65	12.58
98⅞	77½	Exch. 11pc 1991	83	−⅝	13.77	14.61
113⅞	87⅞	Treasury 12¾pc '92‡‡	90	−⅝	14.24	14.62
94⅛	74¾	Treasury 10pc 1992	75¼xd	−½	13.23	14.32
107⅞	85¼	Exch. 12¼pc '92	85¾xd	−⅝	14.17	14.66
110½	83¾	Treasury 12½pc '93‡‡	88¼	−⅝	14.29	14.65
69⅞	54⅝	Funding 6pc 1993‡‡	59	−½	10.59	12.80
119¼	90¼	Treasury 13¾pc 1993‡‡	97⅛	−⅝	14.58	14.69
121¾	97⅞	Treasury 14½pc '94‡‡	97⅞xd	−¾	14.67	14.70
109	86½	Exch. 12½pc 1994	86⅞xd	−¾	14.29	14.61
88¼	68	Treasury 9pc '94‡‡	72¼	−½	12.72	13.63

Over Fifteen Years

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
106⅞	82	Treasury 12pc '95	85	−¾	14.18	14.53
51⅝	42	Gas 3pc '90/95	45¾	−⅜	6.71	10.18
95⅛	73⅛	Exch. 10¼pc 1995	75½	−⅝	13.65	14.29
112½	85¼	Treasury 12¾pc '95‡‡	92⅛	−¾	14.28	14.47
85⅞	68⅛	Treasury 9pc '92/96‡‡	73¼	−⅝	12.91	13.70
124¾	99¼	Treasury 15¼pc '96‡‡	106¼	−1	14.83	14.77
116¼	89	Exchequer 13¼pc '96‡‡	95	−¾	14.40	14.52
50⅛	41¾	Redemption 3pc 1986-96	44¾	−⅜	6.86	18.91
115⅞	89	Treasury 13¾pc '97‡‡	92¾	−⅝	14.36	14.48
95⅞	75	Exchequer 10½pc 1997	75⅞xd	−⅝	13.76	14.22
85⅞	66	Treasury 8¾pc 1997‡‡	67½xd	−⅜	12.85	13.55
68	54⅝	Treasury 6¾pc '95-98‡‡	58½	−⅜	11.90	13.03
128⅝	103	Treas. 15½pc '98‡‡	110	−1	14.82	14.75
108⅝	81⅛	Exch. 12pc 1998	87	−¾	14.21	14.39
89⅞	67⅞	Treasury 9½pc 1999‡‡	72¼	−½	13.25	13.71
106⅛	84¼	Exch. 12¼pc 1999	90¼	−¾	14.27	14.44
97⅛	73½	Treasury 10½pc 1999	78¼	−⅝	13.81	14.15
102¼	88⅛	Treas. 14pc '98-01	97⅞	−⅞	14.57	14.59
107	81⅜	Exch. 12pc '99-02	84¾	−⅞	14.24	14.36
118	91¼	Treas. 13¾pc 2000-03	95⅜	−¾	14.48	14.50
102	91¼	Treas. 13¾pc 2000-03 A	97¼	−¾	14.51	14.51
97⅛	79¼	Treasury 11½pc '01-04	85⅞	−¾	14.11	14.22
42½	32½	Funding 3½pc '99-04	35⅞	−⅜	9.88	11.37
111⅛	84	Treasury 12½pc '03-05	90¼	−¾	14.26	14.29
26¼	21½	Do. A £25pd.	22	−¼	14.14	14.19
75	60¼	Treasury 8pc '02-06‡‡	64¼	−½	12.89	13.15
97¼	80⅜	Treasury 11¾pc '03-07	83¾	−⅞	14.11	14.17
54	41⅜	Treasury 5½pc '08-12‡‡	44⅝xd	−⅜	12.47	12.49
73⅞	57⅛	Treasury 7¾pc '12-15‡‡	60	−½	12.96	13.06
109¾	81½	Exch. 12pc '13-'17	89	−¾	13.76	13.75

Undated

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
36	28½	Consols 4pc	30¼	−⅜	13.24	—
35⅝	27⅞	War Loan 3½pc‡‡	31⅞	−⅜	11.20	—
39½	33⅜	Conv. 3½pc '61 Aft.	36⅜	−¼	9.96	—
27⅛	22	Treasury 3pc 66 Aft.	24	−¼	13.05	—
24¼	19½	Consols 2½pc	21½	−⅜	11.74	—
22⅝	18¼	Treasury 2½pc	19¾	−⅛	13.24	—

INTERNATIONAL BANK

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
86	78	5pc Stock '77-82	81½xd	.....	6.13	13.87

CORPORATION LOANS

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
101	82¼	Bath 11¼pc 1985	88¼	−⅜	13.35	15.09
107¾	86¼	Birm'ham 12½pc 1985	92¼	−¾	13.84	15.19
99¼	96½	Bristol 13¼pc 1981	97¼	−½	14.14	16.53
110¼	88¾	Burnley 13pc 1987	95¼	−⅜	14.26	14.98
100	81	Cardiff 11pc 1986	87¼	−¾	13.05	14.71
103½	93	G.L.C. 12½pc '82	93¼	−¾	13.41	16.06
104¾	89	Do. 12½pc 1983	91	−1	13.73	15.94
95	84	Glasgow 9¼pc '80-82	85¼	−½	10.92	15.97
79½	64½	Herts 6¾pc 1985-87	67¾xd	−1¼	9.94	13.75
98	81	Liverpool 9¼pc '80-84	82	−¾	11.89	15.64
30	23	Do 3½pc Irred.	25¾xd	−½	13.95	—
106⅞	92	Lon. Corp. 13¼pc '83	92½	−1	14.31	15.91
93½	81	Do. 9¼pc '84-85	84	−1	11.42	13.64
84	71	L.C.C. 5½pc '82-84	71½xd	−¼	7.69	14.36
74½	59	Do. 5½pc '85-87	63xd	−1¼	8.78	13.72
74	59	Do 6¾pc '88-90	63xd	−1¼	10.76	13.52
26	20¼	Do. 3pc '20 Aft.	22	−¼	14.12	—
99¼	93	Newcastle 9¼pc '78-80	95½	.....	9.68	17.14
105½	85¾	Sunderland 12¼pc 1984	88¼	−1	13.84	15.75

COMMONWEALTH & AFRICAN LOANS

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
86	81	Aust. 5½pc '81-82	84½	+¼	6.65	15.12
84	74½	Do. 6pc 1981-83	76¾	.....	7.91	14.42
71½	58	N.Z. 7¼pc 1988-92	59¾xd	−¼	12.24	14.38
84¼	71	Do. 7½pc '83-86	73	−½	10.41	14.29
95	84½	Sth. Africa 9½pc '79-81	92	.....	10.59	16.42
132	43	Sth. Rhod. 2½pc '65-70	123	−1	—	—
152	81	Do. 6pc '78-81	142	.....	—	—

LOANS

Public Board and Ind.

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
66¾	56	Agric. Mt. 5pc '59-89	57½xd	−1	8.46	12.50
92	72½	Alcan 10½pc '89-94	76	−1½	15.55	16.40
30½	24½	Met. Wtr. 3pc '8'	26xd	−¼	11.42	13.39
129	97	U.S.M.C. 9pc 1982	97	−1	9.33	—
95	81	Do. without Warrants	87	.....	10.57	16.50

Financial

1979-80 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
103¼	96	FFI 13pc 1981	97¼	−¼	13.36	16.03
108¼	94	Do. 14pc '83	94¾	−¾	14.76	15.81
86½	77½	ICFC 5½pc Deb. '80-82	82½	−½	6.34	14.78
85	69	Do. 6¼pc Db. '81-84	73½	−½	8.70	14.70
99	79½	Do. 10½pc Uns Ln. '86	85xd	−1	12.35	14.30
99	77	Do. 11pc Uns. Ln. '88	84xd	.....	13.09	14.00
101½	80	Do. 11¾pc Uns. Ln '90	86½xd	−1	13.58	14.30
72½	54½	Do. 7¼pc A Deb. '89-92	58½	−1½	12.75	14.80
69	51½	Do. 7¼pc A Db. '91-94	59	−1½	12.96	14.70
72	64	Do. 9pc 'A' '91-94	70	−1½	13.38	14.70
78½	61	Do. 8¾pc Ln. '92-97	62xd	−2½	14.31	14.90
102	85	Do 12½pc Uns. Ln. 1992	93	−1	14.03	—

FOREIGN BONDS & RAILS

1979-80 High	Low	Stock	Price £	+ or −	Div. % Gross	Red. Yield
57	32	Antofagasta Rly.	57	.....	—	—
52	37	Do. 5pc Pref.	50xd	.....	—	—
98	98	Chilean Mixed	98	.....	—	3.39
65	18	Chinese 4½pc 1898	57	.....	—	—
50	21	Do. 5pc 1912	44	.....	—	—
28	13	Do. 5pc 1913	24	+1	—	—
27	10	Do. 5pc 1925 Boxer	21½	+1	—	—
430	400	German Yng. 4½pc	430xd	.....	4½	—
52	35	Greek 7pc Ass.	35	.....	3½	10.52
51	34	Do 6pc 28 Stab. Ass.	35	.....	6	10.88
42	32	Do 4pc Mixed Ass.	34	.....	4	7.28
54	42	Hung. '24 Ass.	53	.....	—	5.33
68	55	Iceland 6½pc '83-88	55	.....	—	15.80
90½	78½	Ireland 7½pc '81-83	83xd	.....	7½	14.01
87½	69	Do 9¾pc '91-96	77½	.....	9¾	13.85
390	215	Japan 4pc '10 Ass	215xd	.....	—	—
73	62	Do 6pc '83-88	68xd	.....	6	8.82
160	135	Peru Ass. 3pc	155	.....	3	2.00
$90	$75	S.G.I. 6½pc 1980	$90	.....	6½	7.22
$94½	$92	Turin 9pc 1991	$92	.....	9	9.78
DM92	DM91	Turin 6½pc 1984	DM92	.....	6½	0.85
97	95	Uruguay 3½pc	96	.....	3½	3.80

AMERICANS

1979-80 High	Low	Stock	£	+ or −	Div. Gross	C'vr	Y'ld Gr's
23⅛	11¾	ASA	22½	−⅛	$2.40	—	9.8
59	30	AMF 5% Conv. '87	30	.....	5%	—	19.9
21¼	14⅝	Abbott Labs.	17xd	.....	$1.00	—	—
25¾	17	Amax $1	24	+⅛	$2.40	—	4.5
23½	13	American Express	13	.....	$1.80	—	6.2
19½	10½	American Medical Int.	15⅞	.....	80c	—	2.2
23	847p	Asarco Inc.	22⅛	.....	$1.50	—	3.1
25½	19⅛	Baker Intnl. Corp $1	28¼xd	+⅛	60c	—	0.9
12⅛	725p	Barnes Grp. $6⅔	795p	.....	$0.66	—	3.7
29⅝	16⅝	Bendix Corp. $5	23⅛	−⅛	$2.84	—	5.6
17⅛	905p	Beth. Steel $8	10½	−¼	$1.60	—	6.9
13	583p	Brown'g Fer. c16⅔	747p	−4	70c	—	4.2
11	503p	Brunswick Corpn.	626pxd	−4	60c	—	5.7
39⅛	27½	Burroughs Corp. $5	35⅛	+½	$2.60	—	3.3
29⅞	21⅛	CBS $2.50	22½	−½	$2.60	—	5.2
38	24⅛	C.P.C. $½	30	+⅛	$3.0	—	0.0
46⅜	23⅝	Caterpillar	25xd	.....	$2.10	—	3.8
23¼	16⅛	Chase M'htn $12.5	18xd	.....	$2.80	—	7.0
10⅜	921p	Chesebrough $1	10	+⅛	$1.28	—	5.8
847p	265p	Chrysler $6¼	473p	−22	‡40c	—	‡
19⅛	932p	Citicorp $4	962p	−1	$1.30	—	6.1
11½	723p	City Inv. $1.25	824p	+71	$1.20	—	6.5
18⅛	11⅝	Do. Cm. Prf. B $1	12½	−⅛	$2.0	—	7.2
14¼	597p	Colgate-P. $1	615pxd	+10	$1.08	—	7.9
28¼	19⅛	Colt Inds. $1	22⅛	−⅛	$2.50	—	5.1
24⅝	17½	Conoco	23¼	−⅛	$1.90	—	3.7
20⅞	11⅜	Cont. Illinois $10	11⅞xd	+⅛	$1.60	—	6.3
25¼	16⅜	Crown Zell. $5	21⅛	.....	$2.10	—	4.4
18½	10⅞	Eaton Crp. $0.50	11⅝	.....	$1.72	—	6.8
19⅛	11	Esmark	12¼	−¼	$1.84	—	6.7
38⅝	23⅛	Exxon	27¼	+1	$4.80	—	0.1
10⅛	376p	Firestone Tire	390p	+10	60c	—	6.9
13⅜	614p	First Chicago	665p	+5	$1.20	—	8.2
27¾	15	Fluor Corp. $⅝	27⅜	−⅜	$1.20	—	2.0
32	13¾	Ford Motor $2	15xd	+⅛	$4.00	—	12.0
23⅛	13⅞	GATX	17	.....	$2.0	—	5.3
37⅛	20⅞	Gen. Elect. $2½	24¾	+½	$2.60	—	4.7
20¼	11⅛	Gillette $1	11⅝xd	+⅛	$1.72	—	6.8
55⅛	30⅞	Honeywell $1.50	39¼	+⅛	$2.60	—	3.0
10⅜	624p	Hutton E.F.	10⅜	+½	h80c	—	3.5
54	27⅞	I.B.M. Corp. $1.25	30½	+¼	$3.44	—	5.1
37⅛	22⅜	Ingersoll-R $2	26⅜	−⅛	$3.16	—	5.3
854p	467p	I. U. International	577p	+5	95c	—	7.9
14½	823p	Kaiser Al. $⅓	10¼	+⅝	$1.20	—	5.1
25⅝	12¼	Louisiana Land $0.15	23½	−½	$1.48	—	2.8
24½	13⅝	Manf. Han. US$7.50	14¼	+⅛	$2.52	—	7.9
36⅛	20	Morgan (JP) US$2.5	20½	−⅛	$2.50	—	5.5
12⅞	633p	Norton Simon Inc. $1	637pxd	+4	$1.04	—	7.3
14¾	853p	Owens-Ill. $3.125	11	+¾	$1.26	—	5.1
18⅝	11	Quaker Oats US$5	13⅜xd	.....	$1.40	—	4.7
28¾	19¼	Reliance $0.25	27½	.....	$2.00	—	—
27	16¼	Rep. N.Y. Corp. $5	22⅞	.....	$2.52	—	4.9
14¼	706p	Rexnord $5	780p	+4	$1.04	—	6.0
18	984p	Rchdsn.-Mrrll $1¼	984p	−6	$1.20	—	5.6
27½	17¼	Rockwell Int.	26⅞	−⅛	$2.60	—	4.9
528p	299p	Saul (B. F.) $1	346p	−1	—	—	—
30½	18¼	Shell Oil $1	28	−¼	$2.40	—	3.8
929p	351p	Singer ($10)	396p	−11	40c	—	4.6
36⅛	20¼	Sperry Corp. $0.50	25½	−⅛	$1.56	—	2.8
27¼	16⅛	TRW Inc. $1¼	20⅝	.....	$2.00	—	4.9
23⅜	16	Tenneco	18⅞	.....	$2.40	—	5.8
152	127	Do. 10% Ln. Stk. 91-95	151	+4	10%	—	16.7
977p	541p	Tesoro Pt. US$0.16⅔	918p	+5	—	—	—
19⅛	12¼	Texaco $6.25	15⅝xd	+¼	$2.40	—	6.9
32½	18⅜	Time Inc.	22⅞	...	$1.66	—	3.3
981p	731p	Transamerica $1	846p	+21	$1.12	—	5.9
29⅞	16⅞	Utd. Tech. $US5	22	...	$2.20	—	4.5
19⅛	775p	U.S. Steel $1	885p	+16	$1.60	—	8.3
17⅞	10⅜	Woolworths $3½	10¾	+¼	$1.60	—	6.8
44½	26⅛	Xerox Corp. $1	28	+⅛	$2.40	—	3.8
14¼	775p	Zapata Corp. 25c	14¼xd	+⅛	30c	—	8.9

CANADIANS

1979-80 High	Low	Stock	£	+ or −	Div. Gross	C'vr	Y'ld Gr's
16⅞	10½p	Bk. Montreal $2	10½pxd	+¼	$1.48	—	0.0
15½	840p	Bk. Nova Scot.	960pxd	+10	$1.32	—	5.2
13⅛	750p	Bell Canada $8⅓	755p	+5	$1.64	—	6.2
19½	10⅞	Bow Valley	19½xd	+¼	h10c	—	0.2
12½	525p	Brascan	920p	−10	♦$1.20	—	4.9
19⅜	930p	Can. Imp. Bk. $2	10⅛	.....	$1.80	—	6.7
17⅛	12¾	Can. Pacific $5	16⅛xd	−⅛	$1.80	—	4.0
33¼	23	Do. 4pc Deb. £100	29½	−⅛	4%	—	13.6
49¾	21⅛	Gulf Oil Can.	49¾	+1¼	$1.60	—	1.2
790p	450p	Hawker Sid. Can.	670p	−20	80c	—	4.6
26⅞	16½	Hollinger $5	17⅜	+¼	s$2.20	—	4.8
17⅝	895p	Hudson's Bay	10⅝xd	+⅜	♦$1.10	—	3.9
41¼	27½	Hud. B. Oil G. $2½	41xd	.....	$2.30	—	2.1
20	13⅜	Imperial Oil	18⅛	−¼	$1.20	—	2.5
15⅝	820p	Inco	12¾	+⅛	50c	—	1.5
740p	475p	Int. Nat. Gas $1	540p	+15	90c	—	6.4
800p	390p	Massey Ferg.	450p	.....	—	—	—
202p	103p	Place Gas $1	145p	.....	—	—	—
24¼	10¾	Rio Algom	13⅞	−⅛	$1.50	—	4.2
26⅞	14⅛	Royal Bk. Can. $2	16⅞xd	−⅛	$2.40	—	5.4
22¼	13⅞	Seagram Co. C$1	20½xd	+⅛	US$1.10	—	2.5
14½	840p	Tor. Dom. Bk. $1	10½xd	−⅛	$1.36	—	5.1
11⅞	850p	Trans Can. Pipe	10	+¼	$1.16	—	4.4

BANKS AND HIRE PURCHASE

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
288	183	ANZ $A1	234	+4	Q22c	3.7	4.9	5.6
290	180	Alexanders D. £1	210xd	−5	16.0	—	10.9	—
£151	£66½	Algemene Fl.100	£67½	−½	Q25%	2.1	8.3	5.8
400	270	Allen Harvey £1	335	−10	21.44	—	9.1	—
148	100	Allied Irish	116	+2	hQ8.09	—	6.8	—
16¾	12	Ansbacher (H.) 5p	14¾	+½	—	—	—	—
220	140	Arbuthnot L. £1	220	.....	†10.42	—	9.3	—
435	302½	Bk. Ireland £1	345	+10	Q25.0	—	7.0	—
£195	£136	Do. 10pc Conv.	£147	.....	Q10%	—	f7.0	—
14	7	Bk. Leumi I£1	10	−1	Q16%	—	2.0	—
157	100	Bk. Leumi (UK) £1	120	.....	8.57	—	10.7	—
254	134	Bk. N.S.W. $A1	170	.....	Q18c	3.0	5.4	6.2
352	240	Bank Scotland £1	278	.....	†12.25	5.0	6.3	4.2
£25⅞	£17⅝	Bankers N.Y. $10	£19⅜	.....	Q$3.30	—	7.7	—
514	360	Barclays £1	420	−8	†16.5	6.2	5.6	3.6
286	230	Brown Shipley £1	280	+2	†13.0	—	6.6	—
375	250	Cater Ryder £1	308	−5	18.88	—	8.8	—
110	59	Clive Dis'nt 20p	72	−6	5.33	—	10.6	—
224	121	Com'l Aus. ($A1)	147	+3	†Q18c	3.0	6.4	5.2
£17	862	Com'zbk DM 10	935p	+5	Q26.69%	—	7.6	—
£18½	900	C'hgn. Hbk. Kr100	975	.....	Q12%	—	11.4	—
41	20	Corinthian 10p	38	.....	†1.05	5.9	3.9	4.4
£24¾	£15	Cred. France F75	£17⅜	−⅛	Q9.87%	—	3.7	—
11	5	Dawes (G. R.)	11	+1	—	—	—	—
£110½	£62½	Deutsche Bank DM50	£66	+2	Q28.12%	—	5.6	—
90	55	F. C. Finance	63	.....	2.2	4.9	5.0	5.8
17	5¼	First Nat. 10p	14½	−¼	—	—	—	0.9
4	1½	Do. Wrrts. 75-83	2¼	−½	—	—	—	—
266	178	Gerrard Natnl.	234	−4	†9.12	—	5.6	—
80	38	Gibbs (A.)	74	−4	2.2	—	4.2	—

BANKS & HP—Continued

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
270	185	Gillett Bros. £1	215	−8	†16.95	—	11.3	—
29	19	Goode D. Mry. 5p	26½	.....	0.25	—	1.3	—
153	90	Grindlays	132	−2	†3.07	7.5	3.3	4.1
120	86	Guinness Peat	108	−1	6.25	—	8.3	—
357	173	Hambros	323	−15	†10.92	—	4.8	—
122	73	Hill Samuel	87	−1	5.32	—	8.7	—
205	118	Hong Shng. $2.50	197	−4	Q72c	—	3.2	—
80	54	Jessel Toynbee	66	−2	4.62	—	10.0	—
185	120	Joseph (Leo) £1	130	.....	9.5	—	10.4	—
79	40	Keyser Ullmann	65	−1	1.34	—	2.9	—
77	52	King & Shax 20p	68	−2	3.78	—	7.9	—
164	90	Kleinwort B.L.	140	−4	6.0	—	6.1	—
360	268	Lloyds £1	298	−2	†10.15	7.7	4.9	3.1
41¼	30	Manson Fin. 20p	37	−1	†2.63	1.2	10.6	8.2
188	111	Mercury Secs.	163	−1	6.0	—	5.3	—
455	314	Midland £1	370	−6	†16.49	5.6	6.3	3.6
£97½	£68	Do 7½% 83-93	£79	.....	Q7½%	28.1	f9.7	—
£96	£72½	Do. 10¼% 93-98	£77	−1½	Q10¼%	28.2	13.4	—
63	45	Minster Assets	52	.....	3.9	1.8	10.7	7.1
214	125	Nat. Bk. Aust. $A1	165	−2	♦Q16c	2.7	5.0	7.5
406	278	Nat. West. £1	350	−6	†12.83	7.9	5.2	3.3
£63	£40¾	Ottoman Bank £20	£50	.....	Q3½%	—	6.2	—
109	76	Royal Bk. of Scot	85	−1	3.92	96.5	6.6	3.1
540	360	Schroders £1	450	−5	12.90	—	4.1	—
260	180	Seccombe MC £1	225	.....	14.9	—	9.5	—
£17½	£12½	Sec. Pacific Corp.	£13½	.....	Q$1.8	—	6.8	—
108	78	Smith St. Aub.	102	−4	†5.55	—	7.8	—
524	419	Stand'd Chart. £1	485	.....	N25.0	3.7	7.4	5.4
520	510¼	Trade Dev. $1.50	$18½	.....	Q65c	3.2	3.5	9.0
408	300	Union Disc £1	390xd	−5	20.0	—	7.3	—
54	32	U.D.T.	43	−1	—	—	—	3.5
£21⅝	£11⅝	Wells Fargo $5	£12⅛	.....	$1.72	—	6.4	—
88	44½	Wintrust 20p	71xd	.....	2.9	—	5.8	—

Hire Purchase, etc.

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
41½	26½	Cattle's (Hdgs) 10p	27½	.....	†d2.1	1.8	10.9	6.4
£60	£31½	Cie Bancaire Fr.100	£38	−1	Q9%	—	2.6	—
145	93	Lloyds & Scot. 20p	130	−9	5.27	2.4	5.8	10.3
49	20¼	Lnd. Scot. Fin. 10p	42	.....	†1.76	2.8	6.0	8.1
19	10½	Moorgate Merc. 10p	18	.....	0.5	2.8	4.0	12.7
119	82	Prov. Financial	96	−3	†5.44	2.6	8.1	6.9
29	13½	Strlg. Credit 10p	16	.....	†t0.96	2.3	8.6	(6.6)
17½	9½	Sturla Hldgs. 10p	13	.....	—	—	—	—
55	30	Wagon Finance	38	.....	2.30	2.4	8.6	7.0

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER AND ROADS

CHEMICALS, PLASTICS

CHEMICALS, PLASTICS—Cont.

DRAPERY AND STORES

ELECTRICALS

ENGINEERING MACHINE TOOLS

ENGINEERING—Continued

FOOD, GROCERIES, ETC.

FOOD, GROCERIES—Cont.

HOTELS AND CATERERS

INDUSTRIALS (Miscel.)

FINANCIAL TIMES

PUBLISHED IN LONDON & FRANKFURT

Head Office: The Financial Times Limited, Bracken House, 10 Cannon Street, London EC4P 4BY
Telex: Editorial 8954871. Advertisements: 885033. Telegrams: Finantimo, London.
Telephone: 01-248 8000.

Frankfurt Office: The Financial Times (Europe) Ltd., Frankenallee 68-72, 6000 Frankfurt-am-Main 1.
Telex: Editorial 416052. Commercial 416193. Telephone: Editorial 7598 234. Commercial 7598 1.

INTERNATIONAL AND BRITISH OFFICES

EDITORIAL OFFICES

Amsterdam: P.O. Box 1296, Amsterdam-C. Telex 16527 Tel: 276 796
Birmingham: George House, George Road. Telex 338650 Tel: 021-454 0922
Bonn: Presshaus 11/104 Heussallee 2-10. Telex 8869542 Tel: 210039
Brussels: 39 Rue Ducale. Telex 23283 Tel: 512-9037
Cairo: P.O. Box 2040. Tel: 938510
Dublin: 8 Fitzwilliam Square. Telex 5414 Tel: 785321
Edinburgh: 37 George Street. Telex: 72484 Tel: 031-226 4120
Frankfurt: Frankenallee 71-81 Telex: 416052 Tel: 7598 234
Johannesburg: P.O. Box 2128 Telex 8-6257 Tel: 838-7545
Lisbon: Praca de Alegria 58-10, Lisbon 2. Telex: 12533 Tel: 362 508
Madrid: Espronceda 32, Madrid 3. Tel: 441 6772
Manchester: Queen's House, Queen Street. Telex 666813 Tel: 061-834 9381
Moscow: Kutuzovsky 14, Apartment 1, Moscow. Telex 7900 Tel: 243 1635
New York: 75 Rockefeller Plaza, N.Y. 10019. Telex 66390 Tel: (212) 541 4625
Paris: 36 Rue du Sentier, 75002. Telex 220044 Tel: 236.57.43
Rome: Via della Mercede 55. Telex 610032 Tel: 678 3314
Stockholm: c/o Svenska Dagbladet, Raalambsvagen 7. Telex 17603 Tel: 50 60 88
Tehran: P.O. Box 11-1879. Telex 213930 Tel: 682698
Tokyo: 8th Floor, Nihon Keizai Shimbun Building, 1-9-5 Otemachi, Chiyoda-ku. Fax Tel: 241 2920
Washington: 914 National Press Building, Washington D.C. 20045 Telex 440340 Tel: (202) 47 8676

ADVERTISEMENT OFFICES

Birmingham: George House, George Road. Telex 338650 Tel: 021-454 0922
Edinburgh: 37 George Street. Telex: 72484 Tel: 031-226 4139
Leeds: Permanent House, The Headrow. Tel: 0532 454969
Manchester: Queen's House, Queen Street. Telex 666813 Tel: 061-834 9381
Frankfurt: Frankenallee 68-72 Telex: 416193 Tel: 7598 1
New York: 75 Rockefeller Plaza, N.Y. 10019 Telex 238409 Tel: (212) 489 8300
Paris: 36 Rue du Sentier, 75002. Telex 220044 Tel: 236.86.01
Tokyo: Kasahara Building, 1-6-10 Uchikanda, Chiyoda-ku. Telex J27104 Tel: 295 4050

Overseas advertisement representatives in
Central and South America, Africa, the Middle East, Asia and the Far East.
For further details, please contact:
Overseas Advertisement Department,
Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY

SUBSCRIPTIONS

Copies obtainable from newsagents and bookstalls worldwide or on regular subscription from Subscription departments—Financial Times in London, Frankfurt and New York

For Share Index and Business News Summary in London, Birmingham, Liverpool and Manchester, Tel: 246 8026

هكذا من الأصل

INDUSTRIALS—Continued

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
78	48	Hay (Norman) 10p	51	......	3.7	1.8	10.4	7.7
164	96	Hay's Wharf £1	145	......	f7.21	3.1	7.1	(5.7)
65	27	Hensher 'A' 10p	58	−1	2.5	3.5	6.2	6.7
132	72½	Hepworth Cmc.	107	......	t4.9	3.6	6.9	7.0
76	25	Hestair	36	......	‡3.5	—	—	—
43	18	Hewitt (J.) 5p	43	......	1.28	6.3	4.4	4.5
72	40	Highgate & Job 50p	42	......	—	—	—	—
100	59	Hill (Chas.) £1	60	......	d2.0	—	4.8	—
49½	28	Hirst Mal'son 20p	28	......	12.6	3.6	13.3	2.9
90	74	Holden (A.)	78	......	†4.0	3.4	7.3	5.4
75	43	Hollis Bros	45	......	†5.12	1.8	16.3	4.3
256	148	Holt Lloyd Int. 10p	246	+1	H9.0	2.3	5.2	13.5
222	107	Hoover 'A'	120	−2	12.0	1.1	14.3	8.3
163	95	Hoskins & H 20p	93	......	10.39	1.4	16.0	5.8
71¼	23½	Howard Tenens	68½	−½	†1.9	—	4.0	—
308	142	Hunting Assoc.	308	......	22.5	11.4	1.2	0.7
89	48	Huntleigh 10p	76	......	†0.76	6.5	1.4	13.8
90½	40	Hutch Whamp SHK1	83½	+½	Q23c	2.5	2.6	15.3
33	22	Hyman (I. & J.) 5p	24½	−½	†d0.96	3.6	5.6	7.1
£20¼	£10¼	I.C. Industries$1	£10⅝	......	Q$1.84	—	7.9	—
545	398	ICL £1	518	−5	11.9	6.9	3.3	4.8
34	25	Ingall Inds. 10p	31½	......	2.06	1.7	9.3	9.1
146	88½	Initial Services	124	......	†5.5	2.5	6.3	7.3
31	10	Inter-City 20p	10½	......	1.17	9.0	15.9	1.8
68	45½	J. B. Holdings 10p	52	......	†1.47	7.2	3.8	5.3
175	72	Jacksons Bourne	150	......	†43.0	3.3	2.9	14.2
19	14½	James (M.) Inds. 20p	15½	......	20.75	3.3	6.9	9.3
206	100	Jardine M. $HK5	165	+5	Q77c	2.2	4.7	11.2
36	26½	Jentique	27	......	2.48	1.6	13.1	5.0
15½	6	Johnson & Barnes	7	......	—	—	—	2.6
179	105	Johnson Clnrs.	159	......	†5.06	4.4	4.5	5.6
285	183	Johnson Mthy. £1	255	−5	†8.5	2.9	4.8	8.7
50½	36	Jourdan (T.) 10p	48	−2½	3.22	1.1	9.6	(12.5)
71½	35½	Kalamazoo 10p	68	−1	3.75	1.6	7.9	11.4
182	98	Kelsey Inds.	125	......	6.0	4.1	6.9	5.1
72	40	Kennedy Sm. 10p	66	......	t2.8	3.7	6.2	8.5
£14½	900	Kershaw (A.) 5p	£12	−¼	87.0	ϕ	11.2	ϕ
78	61	Kleen-E-Ze Hldgs.	69	......	d4.5	2.1	9.3	7.2
91	61	L.C.P. Hlds	77	......	†h3.67	2.3	6.8	8.0
49	21½	L.K. Ind'l. Invs.	25	......	†d2.9	1.6	16.6	(4.5)
41½	22	L.R.C. Int. 10p	27	......	2.23	1.4	12.0	8.0
100	46	Lawtex	59	−1	3.56	4.5	8.6	2.7
184	134	Lead Inds. 50p	150	......	†8.23	3.1	7.8	5.0
105	59	Leaderfall Sterling	83	......	t3.12	4.2	5.4	7.5
67	41	Le Bas (Ed)	50	......	†1.84	7.5	‡	3.1
307	237	Lep Group 10p	243	......	†12.5	2.3	7.4	7.2
89	26	Lesney Prods. 5p	26	......	d3.24	3.2	17.8	(1.9)
160½	118	Letraset 10p	138xd	......	†7.14	2.3	7.4	8.8
53	33	Lilleshall 10p	41	......	†1.93	4.7	6.9	3.4
133	83	London & Mid'd	100	......	†6.75	2.2	9.6	6.8
48	30	Lon. & Nthn. Grp.	35½	−½	†3.35	2.6	13.5	4.1
18	9	Long Hmbly. 10p	9½	......	0.48	5.0	7.2	2.9
98	68	Longton Inds.	84	......	†4.5	3.6	7.8	3.9
95	53	Lonsdale Univrsl.	62	......	5.17	ϕ	12.6	ϕ
47	40	Lontrim	40	−1	b3.36	1.3	12.0	9.5
211	160	Low & Bonar 50p	177	......	†12.16	2.4	9.8	5.0
62	37	M.Y. Dart. 10p	43	−1	g2.8	2.9	9.3	4.3
162	98	M'c'rthy Ph. 20p	100	......	16.5	3.7	9.5	3.2
108	64	Macfarlane Gp.	100	......	†h3.43	2.4	4.9	12.3
17	9	McCleery L'A	10	......	0.5	3.5	7.1	(4.3)
27	21	MacLellan (P. & W.)	22	......	1.79	2.2	11.6	(4.5)
121	77½	Macpherson (D.)	94	......	t4.18	5.5	6.4	4.3
23½	5½	††Maddock	7	−½	—	—	—	—
96½	43	Magnolia Group	80	......	t1.8	9.4	3.2	6.3
354	240	Man. Ship Can. £1	250	......	†15.80	1.3	9.0	12.0
45	21	Marling Ind. 10p	24½	......	†hd0.83	4.5	4.9	6.4
57½	28	Marshall L'xy. 'A'	30	......	d2.78	4.5	13.2	1.9
138	86½	Marshall's Univ	112	−2	h6.54	3.7	8.3	4.9
46	20	Martin-Black	24	+1	t2.0	1.2	‡	(9.3)
£100	£78	Mathesons 7¾pc	£99	+2	Q7¾%	2.5	f7.9	—
165	124	Maynards	138	......	7.5	2.4	7.8	6.1
358	220	Metal Box £1	238	......	†18.09	2.3	10.9	4.7
131	95	Metal Closures	119	......	†4.7	2.9	5.6	8.8
67	27	Mettoy	30	−1	†h2.36	5.5	11.3	2.2
37	19	Do. Defd	19	−1	—	—	—	—
£110	£82	M'santo 5pc 82-6	£99	......	Q5%	19.8	f5.2	—
8	3½	Monument 10p	4¾	......	—	—	—	—
142	103	Morgan Crucible	127	+2	†6.38	2.4	7.2	7.2
25	19	Moss (Robt.) 10p	24	......	†h1.52	2.2	9.1	5.9
30	14	Movitex 10p	22	......	0.7	2.1	4.5	14.8
93	52½	Myson Gp. 10p	63	−1	†2.75	4.0	6.2	4.2
87	67	Nash (J. F.) Secs.	70	−2	6.5	1.1	14.0	9.1
80	56	Nathan (B. & I.)	60	......	†3.63	4.7	8.6	2.6
148	40	Nat. C'rb'nsg 10p	120	−4	†0.7	—	0.8	—
£115	£78	N.C.R. 4% 93/98	£104	+1	Q4%	12.9	f3.9	—
86	36	Negretti & Zambra	41½	......	ϕ1.93	1.2	6.6	(27.2)
114	61½	Neill & Sp'ncer 10p	111	......	†h2.35	4.5	3.0	9.6
35	15	New Equip. 10p	15	......	0.99	2.1	9.4	7.3
51	39	Nolton	48½	......	F3.3	3.1	6.2	7.0
111	65	Norcros	67	−2	†4.93	2.6	10.5	5.2
28½	15	Norvic Secs. 10p	18	......	†0.8	1.2	6.4	(17.8)
32	25	Nu-Swift 5p	28½	−½	†1.75	h2.2	8.8	6.8
£106	£76	Oce Finance Cv.	£79	......	Q9%	—	f11.6	—
252	118	Office & Elect.	236	−1	4.6	3.8	2.8	13.5
145	98	Ofrex 20p	106	......	†3.6	3.9	4.8	7.6
23	11	Ovenstone 12½c	21	......	FsQ3c	1.9	7.9	6.7
121	55	P.M.A. (Holdings)	55	......	m4.2	2.5	10.9	(4.3)
108	84	Parker Knoll 'A'	97	−1	5.0	3.9	7.4	5.0
149	112	Pauls & Whites	123	−1	4.93	3.8	5.7	6.1
36½	21½	Pentland 10p	24½	......	†0.85	6.5	5.0	3.4
100	52	Pentos 10p	69	......	t4.02	3.1	8.3	7.0
105	43	Do. Defd. 20p	70	......	—	—	—	—
61	27	Petrocon 12½p	36	......	4.51	1.0	17.9	7.9
28	13	Philips Patents	14	+1	—	—	—	11.4
420	320	Photo-Me 50p	380	......	9.45	3.9	3.6	8.7
398	196	Pilkington Br. £1	220	−5	t10.5	4.6	6.8	6.8
£77	£59	Pitn'y Bowes Ln.	£74	......	Q5½%	5.6	7.7	—
40	20	Plastic Const. 10p	31	......	†d2.32	2.0	10.7	6.8
17	11½	Platignum 5p	12	......	d1.01	1.4	12.6	8.4
84	51	Polymark 10p	65	......	t3.6	2.7	8.2	6.3
270	210	Portals	238	......	†8.79	2.9	5.3	9.0
187	126	Powell Duff. 50p	167	+1	†11.0	2.3	9.4	5.4
29	20	Press (Wm.) 5p	27	......	†1.04	5.1	5.5	5.2
201	143	Prestige Group	148	......	6.87	ϕ	6.8	ϕ
51½	32¼	Pritchard Svs. 5p	39½	−½	†1.67	3.6	6.0	5.2
53	15½	Prov. Laundr. 5p	36½	......	t0.87	4.2	3.4	17.8
490	113	Do. 12%cnv. '86-88	358	......	Q12%	3.4	f3.4	—
67½	48	R.F.D. Group 10p	48	......	†2.7	4.0	8.0	3.6
17½	5½	RTD Group 20p	9	......	—	—	—	4.3
49	32	Radiant Mtl. 12½p	49	......	†2.1	3.3	6.1	7.1
300	168	Rank Org.	212	......	10.8	u2.8	7.5	5.4
283	180	Reckitt & Colman	206	−6	d2.85	2.1	5.9	(9.5)
272	212	Redfearn Glass	225	......	16.55	2.1	10.5	5.3
100	45	Reed Exec. 10p	82½	......	†h3.35	3.7	5.8	5.9
206	149	Reed Intl. £1	198	−2	†8.0	5.3	5.8	4.4
127	82	Relyon PBWS	94	......	†4.57	2.3	6.9	8.9
250	90	Renown Inc. Y50	95	......	Q20%	4.2	2.0	10.1
80	42	Renwick Group	62	−1	†3.0	4.7	6.9	(3.4)
97½	66	Restmor	90xd	......	†3.0	5.5	4.8	4.0
67	45	Rexmore	45	−2	†h4.41	2.4	14.0	(3.4)
370	286	Ricardo	368	......	7.0	3.9	2.7	10.3
69	37	Riley (E. J.) 10p	50	−2	3.5	2.1	10.0	6.7
57½	34	Rock Darham 10p	36	......	—	—	—	—
132	73	Rockware	88	+1	†5.9	3.5	9.6	3.2
68	41	Ropner Hldgs.	63	......	†3.2	2.9	7.2	6.7
66	42½	Do. 'A'	62½	......	†3.2	2.9	7.3	6.7
46	29	Rotaprint 20p	31	......	2.93	2.4	13.5	(3.5)
56	30	Rowan & Boden	40	−1	†1.47	7.0	5.2	2.8
210	145	Royal Worcs.	175	+1	†7.13	3.5	5.8	6.5
68	37½	Russell (A.) 10p	53	......	†h1.6	6.2	4.3	4.2
22	11	Ryan (L.) 5p	13	......	—	—	—	4.3
£26¼	£12	St.-Gobain Frs.100	£14	+½	Q13.65%	ϕ	12.3	ϕ
212	137	Sale Tilney	198	......	†5.63	3.7	4.1	9.4
65	30	Sandhurst Mkt. 10p	65	......	†2.34	5.3	5.1	7.6
118	58	Sangers Grp.	68	−4	†6.38	2.5	13.4	3.4
119½	87	Scapa Group	85	......	6.25	2.5	10.5	4.2
£51½	£34½	Schlumberger $1	£46⅞	+⅞	Q$1.30	4.6	1.0	20.7
103	59	Scotcros	97	......	F4.42	4.6	6.5	4.6
56	31½	Scot. Heritable	44	......	†h0.92	7.7	3.0	4.3
61	35½	Sears Hldgs.	42	−½	†1.44	3.2	4.9	9.2
95	61	Securicor Gp.	92½	......	†h1.27	6.3	2.0	10.4
95	60	Do. 'A' N-V	82	......	†h1.27	6.3	2.2	9.2
113	74½	Security Services	97½	......	†h2.13	4.0	3.1	8.9
113	73	Do. 'A' N-V	92	......	†h2.13	4.0	3.3	8.4
203	110	Sharna Ware 20p	148	−2	†d2.66	10.1	2.6	4.9
220	140	Siebe Gorman	150	−2	†6.41	4.1	6.1	4.3
90	46	Silentnight 10p	54	......	†hd2.43	4.8	6.4	3.3
31	18½	Silv'rthorne 10p	28	......	1.5	3.2	7.7	5.2
126	82	Simpson (S.) 'A'	83	+1	4.26	2.4	7.3	8.1
239	143	Sketchley	237	−1	†5.49	3.3	3.3	12.9
83	63	Smith & Neph. 10p	73	......	†2.71	2.7	5.3	8.4
262	148	Smiths Inds. 50p	214	−2	9.75	3.2	6.5	5.9
59	33	Solic. Law 20p	37	......	t1.47	2.4	5.7	10.3
34	25	Sonic	27	......	†2.55	2.9	13.5	3.6
512	315	Sotheby P.B.	505	+32	11.5	ϕ	3.3	ϕ
145	95	Sparrow (G. W.) 20p	150	......	†2.4	5.1	2.4	(8.9)
190	140	Spear (J.W.)	147	......	t6.0	10.9	5.8	7.0
116	84	Staffs. Potts	84	−1	5.0	3.7	8.5	4.5
218	145	Stag Furniture	177	......	†6.5	5.0	5.2	4.8
64	46½	Standard Ind.	59	+1	1.29	3.6	1.8	12.0
210	152	Steetley	192	......	b10.5	2.8	7.8	5.6
60	20	Stelux Mant. HK$1	53	......	—	—	—	—
36	26	Sterling Inds. 2½p	28	......	t1.65	1.5	8.7	12.6
113	64	Stockdale	90	......	3.27	3.9	5.2	5.4
142	104½	Stonehill Hldgs.	119	......	t10.0	2.8	9.9	4.5
16½	9½	Sumner (F.) 10p	9½	......	t0.79	1.5	11.9	7.9
50	32	Sunlight Serv. 10p	50	+1	t1.68	3.8	4.8	9.8
48	29	Sutcliffe Speak.	35	......	t1.32	6.4	‡	3.1
£13¼	725	Swedish Match K50	950	−25	Q10%	1.6	5.8	10.7
143	72	Swire Pacific 60c	94½	+1	Q45c	2.1	4.5	10.7
215	144	Syltone	203	......	†d7.0	4.1	5.0	5.9
15½	8	Talbex 5p	9¼	......	—	—	—	—
19½	7½	Tebbitt 10p	18	......	—	—	—	—
154	79	Thermal Synd.	110	+5	†6.0	1.8	7.8	8.5
19	8	Th. Times Vn. 5p	12	......	†d0.45	4.1	5.3	5.3
28	21	Third Mile Inv.	24	......	†1.0	2.4	6.0	9.3
176	102	Tilling T. 20p	122	−3	†t6.0	3.7	7.0	5.8
58	35	Toothill R.W.	43	......	2.62	ϕ	8.7	ϕ
93	58	Toye	80	......	d1.4	8.1	2.5	4.9
85	48½	Trafalgar H. 20p	66	+1	4.61	2.1	10.0	5.8
£23¾	£14⅛	Trans. Un. US$1	£16½	......	Q$2.36	—	6.5	—
83	60	Transport Dev.	70	......	†3.60	2.0	7.3	9.5
7¼	3½	Tranwood Gp. 5p	4¼	......	—	—	—	14.3
102	55	Triefus	79	......	†h1.38	8.8	2.5	6.2
176	108	Turner & New. £1	127	......	t11.5	1.1	12.9	(9.8)
164	112	UKO Intl.	113	......	9.68	1.6	12.2	(6.1)
128	75	Unicorn Indust's.	86	−2	†6.83	2.5	11.3	5.6
104	68	Uniflex 10p	71	......	3.07	7.4	6.2	2.3
600	448	Unilever	450	−6	†22.27	2.9	7.1	5.9
£27⅞	£15¼	Un'v N.V. Fl.12	£15¾	......	†Q44%	2.6	7.5	5.2
155	90	Utd. Carriers 10p	148	−1	†2.93	4.7	2.8	9.2
85	55	United Gas Inds.	75	−1	†4.5	2.7	8.6	5.0
35	25½	U. Guarantee 5p	25½	......	0.5	8.7	2.8	5.8
17	10½	Uniochrome 10p	16	......	0.4	6.4	3.6	4.3
80	43¼	Valor	62½	−2	†h2.08	5.3	4.7	4.3
199	104	Vinten Grp. 20p	136	......	2.5	4.9	2.6	9.9
53	21½	'W' Ribbons 10p	29	−1	d1.0	2.8	4.9	(9.1)
134	94	W.G.I.	101	......	†7.0	3.6	9.9	3.1
67	40	Wade Potts. 10p	56	+1	1.82	4.4	4.6	5.5
15½	6½	Walker Hmr. 5p	10½	+1	—	—	—	—
41	25	Waterford 5p	28	......	†h01.6	3.2	5.5	7.1
365	295	Watsham's	310	......	8.1	2.1	3.7	15.8
118	92½	Watson R. K. 10p	115	......	†d3.0	4.4	3.7	8.1
111	64	Wedgwood	65	−3	4.18	3.5	9.2	3.4
101	75	Westn. Board 10p	88xd	......	†d4.4	2.5	7.1	8.1
51	24	Wh'ock. M.A. HK$1	44½	......	†Q22.5c	1.9	4.8	12.0
138½	87	Whatman R Angel.	87	......	†h2.26	5.7	3.7	2.8
146	76	Whitecroft	86	......	†7.7	2.8	12.8	4.5
38	16	Whiteley B.S.&W.	17	......	1.25	3.1	10.5	4.3
89	40	Wilkes (J.)	45	......	4.12	2.2	13.1	4.8
54	25	Wilkins Mitchell	32	......	2.21	8.5	10.0	(45.2)
195	132	Will'sn. M'tch £1	148xd	−5	†11.37	2.4	11.0	4.4
£94	£71	Do. 10pc Cnv.	£77½	......	Q10%	18.2	f13.1	—
57	28	Williams (J.)	31	......	2.75	8.3	12.7	(42.6)
73	57	Wills (George)	65	......	t3.5	3.9	7.7	5.0
37	8	Wilson Walton 10p	8ø	......	—	—	—	—
60	40	Witter (Thomas)	41	+1	†3.51	2.7	12.2	4.3
54	27½	Wood & Sons 5p	33	......	d1.67	1.9	7.2	(8.9)
36	21	Wood (Arthur) 5p	21½	......	1.0	5.7	6.6	3.3
130	81	Wood Hall	107	......	6.21	2.3	8.3	6.0

INSURANCE

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
349	98	Bowring (C. T.)	138	−4	†ϕ3.36	5.3	3.7	7.7
38	12	Brentnall Bd. 10p	12	......	—	—	—	—
200	138	Britannic 5p	172	......	10.14	—	8.4	—
£13	820	Combined Am. $1	850	......	Q$1.4	—	7.4	—
185	119	Comm. Union	142	−3	8.54	—	8.6	—
190	125	Eagle Star	163	−4	†6.84	—	6.0	—
42	24	Edin. Gen. Ins. 10p	34	......	—	—	—	—
£144	£121	Ennia UK 9%Cnv.	£126	−1	Q9%	—	f7.2	—
238	164	Equity & Law 5p	196	−2	7.75	—	5.6	—
292	188	Gen. Accident	236	−4	†12.02	—	7.3	—
298	206	G.R.E.	246	−4	†11.6	—	6.7	—
141	77	Hambro Life 5p	131	−5	†4.76	—	5.2	—
280	148	Heath (C.E.) 20p	205	−3	†5.42	4.7	3.9	6.9
151	82	Hogg Robinson	102	−2	†4.94	2.5	7.1	8.2

INSURANCE—Continued

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
137	79	Howden (A.) 10p	102	−2	7.0	1.6	9.8	8.6
£45	£36	Do Warrants	£43	−1	—	—	—	—
190	138	Legal & General	165	−3	†6.57	—	5.6	—
160	118	Lon. & Man. 5p	150	−4	†7.24	—	6.9	—
196	120	London United 20p	147	......	†5.31	4.2	5.2	6.5
194	88	Minet Hldgs. 20p	102	−1	†3.72	3.9	5.3	6.1
60	26	Moran Chris. 20p	26	......	4.0	1.3	22.0	4.9
304	216	Pearl 5p	276	−6	24.05	—	7.3	—
306	198	Phoenix	236	−2	†11.56	—	7.0	—
158	132	Provident	146	......	†9.12	—	8.9	—
193	134	Prudential	175	−3	†8.06	—	6.6	—
172	132	Refuge 5p	150	−2	†9.2	—	8.8	—
443	288	Royal	335	......	†18.77	—	8.0	—
123	78	Sedg Forbes 10p	96	−1	T5.0	2.1	7.4	9.0
110	67	Stenhouse	80	−2	4.52	2.1	0.3	7.7
230	158	Stewart Wr. 20p	192	−1	†11.05	2.4	7.9	6.7
682	474	Sun Alliance £1	542	−8	†22.5	—	5.9	—
147	95	Sun Life 5p	141	−2	6.54	—	6.6	—
938	504	Taisho Mar. EDR	509	......	Q10%	—	0.2	—
193	85	Trade Indemnity	187	......	h4.69	—	3.7	—
£27¼	£15⅝	Traveler. $2.50	£17¼xd	+¼	Q$2.48	—	6.3	—
270	185	Willis Faber	215	−3	†10.05	2.2	6.7	9.9

LEISURE

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
100	55	Anglia TV 'A'	72	......	†t3.14	4.0	6.2	5.8
109	70	Assoc. Leisure 5p	96	−1	†4.25	2.6	6.3	7.9
167	103	Barr & W.A.T. 'A'	120	−2	t6.75	6.6	8.0	4.9
102	57	Black Edgtn. 50p	58	−½	td4.99	1.6	12.3	6.4
202	124	Boosey & Hawkes	124	−3	5.67	2.5	6.5	7.9
115	82	Campari Int. 20p	87	......	b3.65	3.5	6.0	5.2
133	56½	Coral Leis. 10p	67	−5	†6.7	2.0	14.3	4.9
114	89½	Fairline Boats 10p	94½	......	3.5	3.6	5.3	7.4
41	28	Glasgow Pavilion 10p	41	+1	—	—	—	—
35	21	Grampian 'A' 10p	28	......	t1.63	3.3	8.3	4.8
163	95	HTV Non/Vtg.	106	+1	10.0	2.1	13.5	5.2
50½	16	Hawley Leisure 5p	40½	......	t0.8	2.6	2.8	(13.4)
274	127	Horizon 5p	225	......	†5.64	4.6	3.6	8.6
26	7	H'w'rd Wy'd 20p	12	......	B0.34	—	4.0	—
176	100	LWT 'A'	118	−1	9.89	2.1	12.0	5.6
186	107	Mngmt. Ag. & Mu. 10p	126	+2	8.4	2.9	9.5	5.0
40	32	Medminster 10p	32	......	2.25	1.9	10.0	7.3
10	6	††Nationwide 5p	6	......	ϕ0.37	0.1	8.8	—
168	85	Norton & Wr. 10p	93	......	†d2.98	4.2	4.6	7.5
67	39	Photax (Lon.)	48	......	d3.03	2.0	9.0	8.0
178	89	Pleasurama 5p	174	−2	4.83	ϕ	4.1	ϕ
71	55½	Redif. TV Pref. £1	57	......	5.95	24.2	14.9	—
244	142	Saga Hols. 20p	196	−3	7.5	ϕ	5.5	ϕ
238	104	Samuelson 20p	155	......	8.77	ϕ	8.4	ϕ
91	60	Scott. TV 'A' 10p	72	......	2.63	8.0	5.2	3.4
25	5	††Tom Hill	18	......	—	—	—	18.3
69½	46	Trid'nt TV 'A' 10p	53	......	3.47	ϕ	9.8	ϕ
98	62	Ulster TV 'A'	73	......	4.8	2.2	4.4	7.0
20	15	Webb (Jos.) 5p	17½	......	hd0.5	2.8	4.1	11.5
33½	22½	Westward TV 10p	24½	......	2.0	2.3	12.4	5.1
81	54	Zetters 5p	57	......	†1.9	5.0	4.8	5.9

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
26	16	B.L. 50p	17	......	—	—	—	—
215	110	Gen. Mts. Units	120	......	Q26.50	ϕ	9.9	ϕ
52	28	Lotus Car 10p	32	−1	0.7	6.5	3.1	7.0
105	54	Rolls-Royce Mtrs	67	−1	5.23	2.6	11.2	4.3
£133⅛	650	Volvo Kr50	840	−35	Q16%	ϕ	10.9	ϕ

Commercial Vehicles

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
140	74	E.R.F. (Hldgs.)	98	+1	†3.4	9.8	5.0	2.1
61	27	Fodens (50p)	32	......	9.61	—	11.7	—
14½	6	Peak Invests. 10p	8	......	—	—	—	—
193	105	Plaxtons	177	+1	7.25	4.8	5.8	4.5
54	36	York Trailer 10p	36	......	†d2.39	2.1	11.0	4.8

Components

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
78	50	Abbey Panels	70	......	d2.68	3.4	5.5	7.7
52	36	Airflow Stream	44	......	†d2.74	2.7	8.9	(4.9)
75	45	Armst'ng Eq. 10p	52	......	d2.60	4.6	7.1	3.3
111	60	Assoc. Eng'g.	71½	......	6.02	1.9	12.0	(5.1)
108½	59½	Automotive	66	−1	†1.52	9.7	3.3	4.2
73	53	Bluemel Bros.	54	......	3.82	ϕ	10.1	ϕ
34	23½	Brown Bros. 10p	27	......	1.4	3.4	7.4	4.4
£22	£10⅜	Dana Corp $1	£11	......	Q$1.52	3.5	6.3	4.9
76	55	††Deltight	61	......	u5.0	2.5	11.7	4.9
182	126	Dowty 50p	161	+3	h3.75	3.8	3.3	9.2
80	43	Dunlop 50p	57	......	5.3	1.2	13.3	10.4
231	110½	Flight Refuelling	228	......	†h2.4	4.7	1.5	20.3
18	20	Hrmn. Smith 10p	15	......	d0.46	7.4	4.4	3.5
69	45½	Kwik-Fit Hldgs. 10p	68	−½	F1.34	4.9	2.8	11.2
310	195	Lucas Inds. £1	250	−5	11.0	3.7	6.3	4.6
81	46	Supra Group 10p	78	−1	t2.0	3.3	3.7	12.5
110	84	Woodhead (J.)	96	−1	†5.87	3.6	8.7	3.5
89	68½	Zenith 'A' 50p	78	......	2.62	1.1	4.8	26.3

Garages and Distributors

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
95	64	Adams Gibbon	81	......	4.62	3.0	8.2	5.9
20	10½	Alexanders 5p	14	......	—	—	—	9.9
114	55	Appleyard Grp.	77	−1	t6.25	2.5	11.6	3.9
142	94	Arlington Motor	110	−1	9.0	2.6	11.7	3.8
47½	25¾	BSG Int. 10p	31	−¼	2.38	2.8	11.0	(3.6)
47½	28	Braid Group 5p	31	......	1.77	ϕ	8.4	ϕ
102	78	Bramall (C. D.)	86	......	†d4.56	3.6	7.8	(3.8)
95	47	Brit. Car Auct. 10p	62½	−1½	2.87	1.7	6.6	13.8
184	99	Caffyns 50p	177	−2	6.8	2.7	5.5	(8.0)
57	39½	Cowie (T.) 5p	45	−1	3.0	4.1	9.5	2.8
132	88	Davis Godfrey	131	......	§5.5	4.8	6.0	3.7
89	61	Dorada	66	......	†h4.57	2.7	9.9	5.4
85	39	Dutton Forshaw	85	......	ϕ3.13	3.3	5.3	6.3
58½	34	Gates (F.G.)	50	......	h1.27	6.9	3.6	5.7
67	32	Glanfield Lawr.	52	......	1.25	ϕ	5.5	ϕ
85	43	Hanger Invs. 10p	57	......	g3.0	5.7	7.5	2.5
78½	48½	Harrison (T.C.)	64	......	t2.95	3.9	6.6	6.6
96	60	Hartwells	73	......	t5.37	3.5	10.5	3.6
137	87	Henlys 20p	88xd	−1	9.1	ϕ	14.8	ϕ
59½	31	Heron Mtr. Grp.	36	−1	ϕ1.72	3.7	7.0	4.2
85	55	Hurst (Charles)	65	......	d5.96	2.3	13.1	4.8
60	38	Jessups	44½	......	3.0	4.6	9.6	2.4
85	64	Kenning Mtr.	71xd	......	5.9	ϕ	11.1	ϕ
119	72	Lex Service Grp.	92	−1	†4.5	4.6	7.0	3.2
73	41	Lookers	48	......	3.85	ϕ	12.1	ϕ
33½	20	Manor Nat. Group 20p	26	......	b2.5	2.2	13.7	(3.9)
21	8	Nelson David 5p	13½	......	0.5	4.7	5.3	4.3
15¼	6	Pennine Cont. 10p	7	−¼	—	—	—	—
179	107	Perry (H.) Mtrs.	150	−2	t6.6	7.1	6.3	4.2
51	36½	Quick (H. & J.) 10p	38	......	†1.83	4.5	6.9	4.6
135	69	Tate of Leeds	89	+2	1.25	20.6	2.1	2.4
125	75	Western Mtr.	120	......	2.46	2.7	2.9	(13.8)

NEWSPAPERS, PUBLISHERS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
348	198	Ass. Book P. 20p	198	−5	†5.13	[illegible]	3.7	5.2
295	168	Assoc. News	280xd	−3	8.29	[illegible]	4.2	6.4
100	60	BPM Hldgs. 'A'	85	−1	4.25	[illegible]	7.1	3.8
78	53	Benn Brothers	65	−1	3.0	[illegible]	6.6	9.0
178	108	Black (A. & C.)	108	......	†d5.39	[illegible]	7.1	5.9
145	112	Bristol Post	138	......	†7.75	[illegible]	8.0	7.6
165	105	Collins William	110	......	†5.18	[illegible]	‡	4.9
164	73	Do. "A"	80	......	†5.18	[illegible]	‡	3.6
503	347	Daily Mail 'A' 50p	495xd	......	20.08	0.9	5.8	(19.3)
70	41	E. Mid. Allied 'A'	68	......	t2.0	[illegible]	4.2	6.5
100	70	Gordon & Gotch	97	......	b7.5	1.4	11.0	7.8
120	68	Home Counties	105	......	†5.0	[illegible]	6.8	6.8
166	128	Independent	153	......	10.0	[illegible]	9.4	ϕ
447	268	Int. Thomson	430	......	†10c	6.5	1.0	13.4
433	210	do. Conv.	430	......	10.5	6.5	f3.7	—
178	152	Link House 20p	175	......	u7.0	1.7	5.7	14.5
138	106	L'pool D. Post 50p	116	......	†8.11	2.4	10.0	(4.7)
54	15	Marshall Cav. 10p	17	−½	†4.42	1.1	‡	3.5
194	120	News Intl.	170	+3	†h4.96	5.7	4.2	6.0
273	188	Pearson Longman	204	......	†6.68	4.8	4.7	6.4
83	47	Portsm'th & Sund.	83	......	†h2.8	4.0	4.8	7.3
56	39	Pyramid 10p	48	......	†d2.74	2.2	8.2	8.0
240	188½	Routledge & KP	190xd	......	d4.6	4.4	3.5	7.5
240	140	Sharpe (W. N.) Hldgs.	215	−2	†d4.53	5.5	3.0	8.7
430	303	Utd. Newspapers	362	......	†15.61	[illegible]	6.2	5.6
65	36	Websters Grp. 5p	41	......	†1.50	[illegible]	5.2	7.3
43½	26	Wilson Bros. 20p	27½	......	1.8	3.1	9.5	4.0

PAPER, PRINTING ADVERTISING

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
67½	34	Assoc. Paper	44	+1	3.65	[illegible]	12.6	ϕ
60	37	Ault & Wiborg	45	......	†2.16	[illegible]	6.9	4.9
59	27	BPC	33½	......	3.5	[illegible]	14.9	2.3
89	42	Bemrose	46	......	4.27	[illegible]	13.3	(2.4)
69	39	Brunning Grp.	48	......	d3.85	[illegible]	11.5	2.9
68	36	Do. Restrc. Vtg.	46	......	d3.85	[illegible]	12.0	2.8
115	83	Bunzl Pulp	113	......	†5.48	[illegible]	6.9	5.1
52	35	Capseals 5p	42	......	3.8	[illegible]	10.2	3.8
48	21	Causton (Sir J.)	32	......	1.83	[illegible]	8.2	4.2
145	80	Chapman Bal. 50p	90	+2	4.34	[illegible]	6.9	4.2
109	82	Clay (Richard)	87	−2	†2.94	[illegible]	4.8	6.3
22	6	Cradley 10p	18	......	hd0.42	[illegible]	3.6	7.3
127	83	Cropper (James)	110	......	†2.5	9.3	3.2	3.4
34½	20½	Culter Guard	22	......	1.5	3.2	9.7	4.6
20	15	Delyn 20p	17	......	—	—	—	19.9
136	81	DRG	98	−1	†7.82	1.7	11.4	7.1
80	63	East Lancs. Ppr	67	......	†3.68	3.5	7.8	5.2
125	57	Eucalyptus	115	......	4.25	2.2	5.3	10.0
70	48	Ferry Pick 10p	70	......	h2.2	4.3	4.5	6.4
55	36	Geers Gross 10p	46	−1	3.0	1.0	9.3	15.5
75	54	Harrison & Sons	74	......	ϕ4.26	1.1	8.2	(14.0)
66	30	Inveresk Grp. 50p	40	......	†2.83	1.1	‡	(12.0)
50	21	††L.C.A. Hldgs. 5p	21	......	—	—	—	—
315	188	L. & P. Poster 50p	290	......	12.0	3.8	5.9	6.1
185	83	McCorquodale 50p	108	......	7.5	2.9	9.9	4.0
72½	42	Melody Mills	42	......	h3.0	3.8	10.2	3.7
284	185	Mills & Allen 50p	270	+10	h10.91	3.7	5.8	6.2
133	61	More O'Ferr. 10p	113	......	†hd3.0	3.9	3.8	9.8
£18¼	850	Ogilvy & M. $2	£11	......	$1.28	4.1	5.2	5.2
36	20	Olives Paper 20p	23	......	†h1.34	3.6	8.3	4.0
77	40	Oxley Print Grp	40	......	t3.5	5.5	12.5	1.9
153	85	Saatchi 10p	152	......	4.79	ϕ	4.5	ϕ
82	64	Smith (Dvid) 20p	73xd	......	†4.75	2.1	9.3	7.3
195	134	Smurfit (Jeffsn.)	164	......	8.75	2.5	7.2	7.6
75	41	Transparent Ppr.	44	......	5.51	1.2	17.9	6.7
69	54	Usher Walker 10p	54	......	3.61	1.1	9.6	13.7
73	48	Wace Group 20p	58	......	1.32	7.1	3.2	7.0
196	117	Waddington (J.)	132	......	†11.68	1.2	12.6	8.9
143	76½	Watmoughs	137	......	†h3.04	4.4	3.2	10.2
32	18	Wyatt (W'drow) 5p	22	......	2.5	1.8	17.0	(4.0)

PROPERTY

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
108	56	All'd London 10p	97	......	2.06	[illegible]	3.0	15.7
193	113	Allnatt London	168	......	hd3.22	[illegible]	2.7	29.4
19	12	Amal. Estates	13¾	−¼	—	—	—	19.5
122	82	Apex. Props. 10p	118	......	†1.6	[illegible]	1.9	49.9
31½	27½	Aquis. Secs. 5p	31	......	0.72	[illegible]	3.3	39.8
115	77	Avenue Cl'se 20p	94	......	1.79	3.1	2.7	17.1
100	56	Bank & Comm.	82	......	—	—	—	—
130	89	Beaumont Props.	115	......	3.87	1.1	4.8	27.6
95	57	Bellway (C. H.) 10p	72	+1	d5.6	3.1	11.1	3.6
220	140	Berkeley Hambro	182	−2	†3.65	[illegible]	2.9	19.9
263	170	Bilton (Percy)	233	+8	†6.9	[illegible]	4.2	25.5
170	85	Bradford Prop.	157	−1	†h3.17	3.1	2.9	16.8
84¼	42	British Land	67	......	t0.25	[illegible]	0.5	14.3
£276	£165	Do. 12pc Cnv. 2002	£230	......	Q12%	4.63	f5.3	—
145	95	Brixton Estate	128	−1	†2.32	1.7	2.7	33.2
107½	65	Cap. & Counties	101	......	†2.11	2.2	3.0	18.9
30	20	††Carlton Real 10p	22	......	—	—	—	—
150	96	Carrington Inv. 50p	117	......	2.4	1.8	2.9	50.3
143	87	C'nirovincial 20p	123	−1	1.35	2.4	1.6	38.4
288	178½	Chesterfield	258	......	†h2.23	2.6	1.2	44.2
460	325	Churchb'ry Est.	460	......	†6.66	1.8	2.1	39.3
95	62	City Offices	83	−1	†2.84	1.2	4.9	(22.0)
125	70	Clarke Nickolls	113	−1	†2.19	6.1	2.8	7.5
41	26	Control Secs. 10p	41	+2	F1.4	2.4	4.9	(16.6)
347	230	Corn Exchange 10p	307	......	5.0	ϕ	2.3	ϕ
48	32	C'ntry New T. 10p	40	......	0.65	—	2.3	—
142	86	C'nty & Dist. 10p	118xd	......	†h1.17	2.8	1.4	(27.8)
168	92	Daejan (Hldgs.)	124	−3	†3.25	5.3	3.8	6.3
26⅝	15½	Dares Estates 10p	17½	......	b1.13	3.5	9.2	(3.4)
89	59	Dorrington 10p	86	......	†3.45	1.6	5.7	15.2
135	55	Ests. & Agency	94	......	N1.0	2.1	1.5	88.2
39½	21	Ests. & Gen. 20p	34	......	†1.2	1.9	5.0	15.0
152	101	Ests. Prop. Inv.	137	......	F6.0	1.3	6.3	22.5
127	88	Evans Leeds	118	......	†d2.5	2.3	3.0	21.0
248	139	Fairview Ests. 10p	207	......	7.91	5.7	5.5	3.4
27	18	Finance & Ind. 10p	21	......	1.2	2.0	8.2	7.9
233	147	Gt. Portland 50p	218	−4	†5.0	1.5	3.3	44.1

PROPERTY—Continued

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
58	36	Green (R.) 10p	56½	−½	d1.87	2.5	4.7	11.9
14¼	8¼	Greencoat 5p	11¾	−¼	—	—	—	6.4
123	47	Greycoat Est. 20p	116	......	0.28	9.7	0.3	41.2
889	599	Hammerson 'A'	820	......	F18.0	1.9	3.1	75.4
45	36	Hanley Ind. T. 20p	38	......	0.67	3.2	2.5	(14.1)
328	234	Haslemere 10p	282	......	†4.47	2.2	2.3	25.5
138½	65	HK Land HK$5	134	+4½	Q43c	1.4	2.8	24.4
770	388	Imry Property	560	......	5.2	1.5	1.3	72.1
68	46	Jermyn Invest	68	+8	1.62	1.1	3.4	38.5
51½	19	Kent (M.P.) 10p	42	−1	h1.37	4.4	4.9	5.0
176	102	Laing Prop. 'A'	146	−1	3.0	1.3	2.9	38.3
62	37	Land Invest.	50	......	d1.0	1.2	2.9	43.2
325	241	Land Secs. 50p	282	−2	6.5	1.3	3.3	33.1
£250	£187	Do. 5½pc Cnv. '85	£214	−3	Q5½%	8.2	f2.8	—
£209	£157	Do. 6¼%Conv. '85	£180	−3	Q6¼%	8.2	f3.5	—
£142	£150	Do. 10%Conv. '85	£172	−1	Q10%	8.2	f6.0	—
80½	46	Law Land 20p	63	−1	1.1	0.4	2.5	—
235	128	Lend Lease 50c	170	+4	Q30%	ϕ	4.6	ϕ
282	140	Lon Prov Shp 10p	273	......	1.3	2.6	0.7	64.7
102	64	Lon. Shop Prop	83	......	3.05	1.0	5.2	(27.5)
190	120	Lynton Hdgs. 20p	148	−3	t2.8	2.5	2.7	19.6
205	130	MEPC	184	−1	5.0	1.3	3.9	27.1
44	23	Marlborough 5p	33	......	t0.28	2.0	1.2	(70.1)
48½	33	Marler Estates	44	......	†ϕ—	—	—	42.5
38	22	McInerney 10p	24	+2	22.03	2.0	11.7	4.2
150	105	McKay Secs. 20p	150xd	......	‡2.36	3.0	3.9	31.1
148	90	Mountview 5p	122	......	†1.5	7.8	1.8	10.4
180	115	Muckiow (A. & J.)	180	......	3.24	2.3	2.6	19.1
134	99	North Brit. Props.	123	−1	2.5	1.7	2.9	29.2
145	85	Peachey	123	......	3.0	2.4	3.5	17.5
138	104	Prop. Hldg. & Inv.	122	......	t2.8	1.2	3.3	41.7
182	107	Prop. Part'ship.	145	−2	t2.5	2.2	2.5	26.9
148	106	Prop. & Rev.	132	......	†h2.09	1.5	2.3	42.1
190	115	Prop. Sec. Inv 50p	161xd	+1	1.6	1.0	1.4	(33.2)
8½	4½	Raglan Prop 5p	4¾	......	—	—	—	—
31	17	Regalian	25	......	—	—	—	2.3
130	74	Regional Prop.	108	......	†1.5	2.9	2.0	24.4
121	75	Do. 'A'	107	......	†1.5	2.9	2.0	24.1
161	94	Rush & Tompkins	130	......	†3.23	2.1	3.6	(24.3)
131	87	Samuel Props.	115	......	d3.5	1.8	4.3	15.2
148	102	Scot. Metrop. 20p.	115	......	2.5	1.3	3.1	36.8
61	38½	Second City 10p.	54	−½	d2.01	2.7	5.5	7.7
124½	80	Slough Ests.	112	−2	H2.19	2.0	2.8	27.3
£238	£167	Do. 10%Conv. '90	£210	−1	Q10%	15.9	f4.8	—
£120	£85	Do 8%Conv 91-94	£107	−1	Q8.0	—	f7.6	—
410	284	Stock Conversn.	360xd	−2	3.96	4.1	1.6	22.4
635	252	Sunley (B) Inv	625	......	ϕ5.0	1.8	1.1	69.4
56½	29	Swire Props. SHK1	51	+1	tQ33c	1.7	6.1	11.5
59½	32½	Town Centre	53	......	h0.67	1.3	1.8	60.5
25	14	Town & City 10p	17¾	......	0.01	—	0.1	—
162	107	Trafford Park	129	−1	4.96	1.5	5.5	15.1
34	21	U.K. Property	31	......	0.42	3.2	1.9	20.0
445	310	Utd. Real Prop.	380	......	6.0	1.1	2.3	57.7
225	129	Warner Estate	210xd	......	5.0	ϕ	3.4	ϕ
470	330	Warnford Inv. 20p	385	......	†7.64	1.4	2.9	36.6
40	25	W'gmin. & C'ty P.	35	......	1.5	1.9	6.1	18.6
53	26	W'minster P. 20p	36	......	—	—	—	—
73	40	Winston Ests.	51	......	†1.42	2.0	4.0	18.2

SHIPPING

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
380	287	Brit. & Com. 50p	319	......	t12.5	2.9	5.6	10.3
317	184	Common Bros. 50p	290	......	F12.0	—	5.9	—
256	125	Fisher (J)	256	......	†h1.14	11.0	0.6	14.2
308	218	Furness Withy £1	241	−2	†9.12	2.5	5.4	(8.0)
325	98	Hunting Gibsn. £1	300	......	†5.1	7.1	2.4	6.7
48½	38	Jacobs (J. I.) 20p	40	......	†d1.9	0.7	6.8	(37.2)
41	21	Lon. O'Seas. Frtrs	34	−½	h0.6	—	2.5	—
222	125	Lyle Shipping	197xd	......	t6.84	—	5.0	—
245	215	Man. Liners 20p	220	......	‡1.0	—	‡	—
36½	17	Mersey Dk. Units	20	......	—	—	—	—
214	127	Milford Docks £1	165	−5	73.43	5.0	3.0	11.1
117	83	Ocean Transport	98	......	8.38	0.7	12.2	(21.0)
119	71	P. & O. Defd. £1	114	......	6.54	1.3	8.2	11.6
150	64	Reardon Sm. 50p	92	......	0.1	—	0.2	—
88	32½	Do. 'A' 50p	69	......	0.1	—	0.2	—
111	58	Runciman (W.)	111	......	3.75	—	4.8	—

SHOES AND LEATHER

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
41	21	Allebone 10p	23	−½	†1.33	[illegible]	‡	(4.9)
70	40	Booth (Intn'l)	42	+2	4.69	[illegible]	16.0	3.4
78	43	Footwear Invs.	44	......	t5.04	1.9	16.4	(5.1)
104	84	Garnar Scotblair	86	......	†5.0	[illegible]	8.3	3.8
56	38½	Headlam, Sims 5p	42	......	†h1.36	6.7	4.6	4.2
105	63	Hiltons 20p	68	......	†h3.63	3.1	7.6	4.9
77	52½	K Shoes	68	−1	2.63	[illegible]	5.5	3.9
59	43	Lambert Hth. 20p	44	......	†3.5	1.4	11.4	4.1
62	40	Newbold & Burt'n.	49	......	†h2.48	[illegible]	7.2	5.7
122	50	Oliver (G) 'A'	102	+2	†2.14	[illegible]	3.0	7.4
55	37	Pittard Grp.	51	......	†3.09	[illegible]	8.7	5.3
58	39	Stead & Sim 'A'	45	......	†2.75	1.9	8.7	8.6
90	68	Strong & Fisher	74	......	5.61	3.7	10.8	3.5
253	66	Stylo Shoes	155	−5	F3.0	3.0	2.8	27.5
54	41	Turner W & E 10p	49	......	†1.41	4.4	4.1	8.0
99	64½	Ward White	72	......	†h2.68	8.0	5.3	3.3
46½	28	Wearra 10p	39xd	......	2.04	ϕ	7.5	ϕ

SOUTH AFRICANS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
148	90	Abercom R0.30	135	......	Q20c	2.1	8.5	5.9
875	520	Anglo Am. In. R1	825	......	†Q80c	2.7	5.6	7.5
405	215	Barlow Rand R.10c	405	+5	Q38c	3.4	5.4	5.5
125	44	Gold Flds. P. 2½c	120	......	Q5c	ϕ	2.4	ϕ
365	115	Gr'mns 'A' 50c	365	+5	†Q5c	—	0.8	—
150	89	Gresham Inds. R0.25	150	......	Q25c	2.4	9.5	4.6
630	330	OK Bazaars 50c	625	−5	†Q66c	1.8	6.0	9.8
235	145	Rex Trueform 'A' 50c	235	......	Q30c	3.5	7.7	3.9
145	55	S.A. Brews. 20c	130	......	†Q12c	2.0	5.3	10.6
670	450	Tiger Oats R1	620	......	†Q58c	3.9	5.4	5.1
135	60	Tongaat Corp 10cts	120	......	ϕQ10c	ϕ	4.8	ϕ
101	49	Unisec	87	−3	†Q12½c	1.2	8.2	11.9

TEXTILES

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
131	75	Allied Textile	96	−2	7.24	ϕ	11.3	ϕ
59	39	Atkins Bros.	40	......	†4.1	2.2	14.6	4.5
77	26	Beales (J.) 20p	36	......	†3.22	3.1	‡	2.8
90	66	Beckman A. 10p	66	......	5.73	1.8	12.4	6.4
31	20	Blackwood Mort.	24½	......	0.62	3.2	3.6	12.2
50½	23	Bond St. Fab. 10p	34	+1	—	—	—	—
12	6¼	Brigray Grp 5p	7½	−½	ϕ—	—	—	—
23	9½	Brit. Enkalon	10	......	—	—	—	—
60	39	Brit. Mohair	49	+2	§3.77	2.7	11.0	4.8
64	34½	Bulmer L'mb. 20p	38	......	†3.47	3.6	13.0	3.0
24	11	Caird (Dundee)	15	......	—	—	—	ϕ
75	23	Carpets Int. 50p	29	−1	5.0	1.8	24.6	2.8
36½	14½	Carr'gtn Viyella	17	......	2.35	2.1	19.7	(2.8)
39	25	Cawdaw Ind.	27	......	2.57	2.1	13.6	4.2
77	44½	Coats Patons	44½	......	†3.64	3.4	11.7	3.1
42	26	Corah	26½	−½	†2.07	3.7	11.2	3.0
122	70	Courtaulds	73	+1	8.44	1.4	16.5	(5.3)
£77¾	£63½	Do. 7% Deb 82/7	£67½	−1	Q7%	23.9	f14.7	—
34	19	Crowther (J.)	20	......	d0.34	—	6.0	—
126	84	Dawson Intl.	97	......	7.0	2.9	10.3	4.5
188	108	Dixon (David)	115	+3	†8.5	3.9	10.6	2.0
38	22	Early (C.) & M. 10p	24	......	2.21	2.2	13.2	4.9
61	27	Foster (John)	28	......	t2.5	3.9	12.8	(2.2)
62	35	Gaskell (Bacup) 20p	43	−1	ϕh2.24	5.2	7.4	3.7
130	102	Hicking P'st. 50p	104	......	†8.6	2.7	12.2	3.5
13½	5½	Hield Bros. 5p	7½	......	0.74	1.2	14.1	8.2
75	42	Highams	47	......	3.43	4.2	10.4	3.3
79	61	Hollas Grp 5p	79	......	†5.23	2.1	9.7	6.9
40	13	Homfray	19	......	1.0	—	7.5	—
29½	12	Ill'gworth M. 20p	18	−1	1.7	1.0	13.5	(11.3)
28½	10	Do. 'A' 20p	15	......	1.7	1.0	16.2	(9.4)
50	25	Ingram (H.) 10p	30	......	3.69	2.5	17.6	3.3
57	38	Jerome (Hldgs.)	40	......	T3.05	2.7	10.9	4.8
74	51	Leeds Dyers	53	......	2.8	4.1	7.5	4.4
18¼	13½	Lever 5p	15½	−1½	0.67	4.0	6.2	(4.5)
79	40	Lister	54	......	d1.0	4.5	2.6	8.9
86	54½	Lyles (S.) 20p	57	......	5.5	3.3	13.8	3.2
60	38	Mackay Hugh	42	......	d3.62	2.1	12.3	5.7
55½	15	Mackinnon Scot.	24	−1	—	—	—	—
103	54	Martin (A.) 20p	50	......	†4.13	3.0	10.2	3.5
69	44	Miller (F.) 10p	55	......	t2.2	3.6	5.7	8.7
91	57	Montfort	85	......	b7.0	2.6	11.8	4.2
38	22	Mountleigh	31	......	d1.44	4.2	6.5	3.9
119	71	Notts. Manfg.	74	−1	t5.62	5.4	7.0	4.4
44	23	Nova Jersey 20p	43	......	†2.5	3.5	8.3	3.8
92	31	Parkland 'A'	43	+1	†3.22	6.8	10.7	1.7
19½	13	Pickles (W) & Co.	15	......	0.4	2.8	3.8	17.2
13¼	8	Do. 'A' NV 10p	9½	......	0.4	2.8	5.2	10.9
70	38	Radley Fashions	43	......	d4.37	ϕ	16.2	ϕ
52	29	Reliance Knit 20p	29	−2	3.69	1.4	18.2	(5.0)
24	14	Richards 10p	16	......	1.45	2.9	12.9	3.8
72	12	Rivington Reed	15	......	†d4.52	0.7	‡	(7.5)
118	38½	Do. 9¾pc Conv. £1	43	......	Q9¾%	2.9	f2.3	—
88	45	S.E.E.T. 20p	51xd	......	†2.42	6.8	6.8	3.1
48	36½	Scott Robertson	37	......	3.06	3.3	11.8	3.2
42	32½	Sekers Int. 10p	37	......	2.1	2.3	8.1	(5.3)
26	16	Shaw & Marvin 10p	16	......	0.35	4.8	3.1	9.6
38	22	Shaw Carpets 10p	23	......	h2.0	3.0	12.4	(3.8)
43	26	Shiloh Spinners	28	......	d1.83	3.4	9.3	4.1
99	75	Sidlaw Inds. 50p	81xd	......	6.72	ϕ	11.9	ϕ
134	79	Sirdar	106	......	4.0	4.2	5.4	5.1
108	45	Small & Tidmas	75	......	†4.0	4.6	7.8	3.0
31	19½	Smallshaw R. 10p	25xd	......	1.75	ϕ	10.0	ϕ
92	34½	Sn. Viscosa L1200	36	+1½	—	—	—	—
53	20	Do. Priv. L1200	23½	+2	—	—	—	—
40	24	Spencer (Geo.)	28	......	2.75	1.4	14.6	7.3
12	7	Stewart Nairn	7½	......	0.15	5.4	2.9	7.0
30	19	Stoddard 'A'	24	+2	d1.39	6.3	8.4	2.0
42	22	Stroud Riley Dr'd	36xd	......	1.5	3.8	6.0	5.7
51	33	Sunbeam Wolsey	34	......	Q5.5	3.2	15.7	2.7
86	62	Tern-Consulate	65	......	†d3.6	3.4	7.9	4.3
60	41	Text'rd Jrsy. 10p	46	......	†d3.0	4.4	9.6	3.2
68	36	Tomkinsons	37	......	2.0	1.8	7.9	(8.4)
52½	26½	Tootal	28	+½	†3.04	2.8	15.5	3.7
73	31½	Toray Y50	41½	−½	Q10%	1.0	2.3	37.6
36	22	Trafford Carpets	23	......	†1.75	0.6	‡	(24.3)
123	55	Vita-Tex 20p	123	......	ϕ4.6	5.7	5.3	4.7
42	30	Yorks. Fine W. 20p	30	......	†2.0	2.5	9.5	5.9
39	15	Youghal	17	......	—	—	—	5.3

TOBACCOS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
362	230	BAT Inds.	258	......	t17.87	3.8	10.4	(3.8)
337	223	Do. Defd.	248	......	—	—	—	4.9
108	71½	Imperial	76	−1	6.32	1.9	11.9	5.3
81	45½	Rothmans 12½p	52½	−½	†2.45	9.4	6.7	1.7

TRUSTS, FINANCE, LAND

Investment Trusts

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
74	58	Aberdeen Invs.	70	......	†2.85	1.1	5.8	23.5
111	72	Aberdeen Trust	91	−1	4.45	ϕ	7.0	ϕ
145	103	Ailsa Inv.	122	−2	†s5.84	1.0	6.8	26.1
122	91	Alliance Inv.	111	+1	s†4.3	1.0	5.5	29.2
250	167	Alliance Trust	198	−1	†8.0	1.0	6.0	23.9
213	115	Altifund Inc. 50p	119	......	†10.0	1.1	12.0	11.0
238	160	Do. Capital 50p	190	......	†0.5	—	0.4	—
77	56	Ambrose Inv. Inc.	61	......	†5.5	1.1	12.9	10.4
108	65	Do. Cap.	73	......	—	—	—	—
51	37½	American Trust	44½	−½	†1.55	1.1	5.0	26.3
49½	35½	American Tst. 'B'	43	−1	—	—	—	—
112	74	Anglo Am. Secs	90	−1	t3.8	1.1	6.0	24.7
50	41½	Anglo-Int. Div.	45	......	3.6	1.0	11.4	12.2
187	134	Do. Asset Shs.	156	−1	—	—	—	—
53½	36	Anglo-Scot. Inv.	46	−1	s2.1	ϕ	6.5	ϕ
89	73	Archimedes Inc.	89	......	5.7	1.0	9.2	15.2
62	30	Do. Cap. 50p	43	+1	—	—	—	—
133	82	Argo Inv. ($A1)	97	+2	Q12%	1.1	7.0	14.6
152	107	Ashdown Inv.	128	−2	s5.6	ϕ	6.5	ϕ
62½	48	Atlanta Balt. 10p	59	+1	0.85	1.7	2.1	41.2
150	91½	Atlantic Assets	137	−5	h0.95	4.0	1.0	36.0
79	51½	Atlas Elect.	63	......	2.25	1.0	5.1	27.8
104	82	Aust. & Int. (50p)	99	......	3.35	1.0	4.8	28.6
68	46	Bankers' Inv.	56	−½	2.87	1.0	7.3	19.2
81	64	Berry Trust	80½	−½	1.25	1.1	2.2	58.2
8¼	4½	Bishopsgate Prop.	5	......	—	—	—	—
225	164	Bishopsgate Tst.	189	......	†s6.95	1.0	5.5	26.7
72	46	Border & Sthn. 10p	58	−½	s2.2	1.1	5.4	24.3
10¼	8	Brazil Fd. S.A. Cr$10	US$8	......	Q14%	—	4.1	—
$111	$69	Brazil Inv. Cr$1	$69	......	Q$5.21	1.8	7.6	13.1
32	21	Bremar Tst.	32	......	2.8	1.8	8.9	16.0

INVESTMENT TRUSTS—Cont.

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
49½	34	Brit. Am. & Gen	40	......	s2.12	ϕ	7.9	ϕ
86	62	British Assets	78	−½	s13.0	1.2	5.5	23.6
16	10½	Brit. Emp. Secs. 5p	12½	......	0.78	1.1	8.9	13.6
116	78	Brit. Ind. & Gen	97	......	4.4	1.1	6.7	19.7
168	118	Brit. Invest	140	......	†5.7	1.1	5.8	23.4
175	114	Broadstone (20p)	145	......	5.7	1.0	5.5	26.5
118	81	Brunner Inv.	101xd	−1	3.9	ϕ	6.9	ϕ
80	56	C.L.R.P. Inv.	69	−1	2.8	1.0	5.8	24.4
314	242	Caledonia Invs	279	......	12.5	1.3	6.4	22.6
99	83½	Cambrian and Gen.	92	+1	4.35	1.1	6.8	20.1
468	303	Camellia Invs. 10p	355	......	2.25	7.1	0.9	22.0
116	89	Can. & Foreign.	104	−1	14.75	1.1	6.5	21.5
146	103	Capital & Nat.	124	......	5.75	8.9	6.6	24.7
140	96	Do. "B"	117	−2	—	—	—	—
99	76½	Cardinal Dfd.	98	......	†t3.37	1.1	4.9	27.5
146	95	Carliol Inv.	145	−1	4.5	1.1	4.4	28.3
80	57	Cedar Inv.	68	......	F4.0	1.0	8.4	19.9
173	154	Chan'l Is. Inc. £1	160	......	Q20%	1.0	12.5	‡
220	155	Do. Cap.	178	......	—	—	—	—
68½	45	Charter Trust	54½xd	−½	s2.85	ϕ	7.5	ϕ
31½	26	City & Com. Inc.	28½	......	†2.03	1.0	10.2	13.9
139	91	Do. Cap. (£1)	117	......	—	—	—	—
76	50	City & For. Inv.	67	......	—	—	—	—
121	87	City & Intern'l	103	−1	5.7	1.0	7.9	17.6
87	66	City of Oxford	79	......	†3.85	1.0	7.0	20.2
107	79	Claverhouse 50p	93xd	......	5.95	ϕ	9.1	ϕ
9½	5¾	Clifton Invs 10p	6	−¼	—	—	—	ϕ
55	37	Clydesdale Inv.	45xc	−½	n1.43	1.0	4.6	33.0
51½	35½	Do. "B"	43½xc	−½	—	—	—	—
255	175	Colonial Secs. Dfd.	210	......	10.5	ϕ	7.4	ϕ
248	172	Continent'l & Ind.	203	−2	†s7.2	1.0	5.1	27.8
136	93	Continent'l Union	113	−1	4.25	1.1	5.4	24.9
193	131	Cres'nt Japan 50p.	146	......	1.3	1.7	1.3	66.0
106	77	Crossfriars	93	−1	4.17	1.0	6.4	22.3
33	22	Cumulus Inv	26	......	0.86	0.8	4.7	37.6
52	39	Danae (Inc.) 50p	41	......	†3.5	1.1	12.2	10.6
9¾	5	Do. (Cap.) 20p	8	......	—	—	—	—
248	202	Derby Tst. Inc. £1	222xd	......	17.82	ϕ	11.5	ϕ
200	142	Do. Cap. 50p	150	......	—	—	—	—
213	151	Dominion & Gen.	173	......	t9.75	1.0	8.2	18.7
138	95½	Drayton Com'cl.	121	......	5.0	1.2	5.9	20.7
158	103	Do. Cons.	123	......	6.0	1.1	7.0	18.6
41	27	Do. Far Eastern.	40½	−½	1.02	1.1	3.6	34.7
201	138	Do. Premier	159	−1	7.4	1.1	6.6	20.0
69	60	Dualvest Inc. 50p	64	......	†s5.25	1.0	11.7	12.0
292	200	Do. Capital £1	244	−1	—	—	—	—
75	53	Dundee & Lon.	60½	−½	s3.04	1.1	7.2	17.6
69	48½	Edinburgh Am. Tst.	57½	−½	0.7	ϕ	1.8	ϕ
69	50½	Edinburgh Inv.	64½	......	t2.45	1.0	5.4	33.1
136	101	Electra Inv. Tst.	128	−1	s16.3	1.1	7.0	20.7
89	65	Elect. & Gen.	78	......	t2.05	1.3	3.8	33.8
103	71	Eng. & Internatl.	88	+1	†4.25	1.1	6.9	19.2
90½	61	Eng. & N.Y. Trust	74	−1	§3.5	1.0	6.8	21.3
92	64	Eng. & Scot. Inv.	84	+1	†2.65	1.0	4.5	31.4
35	25	Eng. Nat. Inv. Prefd.	27	......	t2.14	1.4	11.3	9.8
75	60	Eng. Nat. Inv. Defd.	66	......	t3.66	1.0	7.9	23.9
120	98½	Equity Cons't £1	109	......	t8.05	1.0	10.6	14.7
177	133	Do. Def'd 50p.	146	......	†7.7	1.1	7.5	20.8
268	194½	Equity Inc. 50p.	226	+4	13.5	1.0	8.5	16.5
86	63	Estate Duties	64	......	†h1.91	1.1	4.3	30.3
53½	44	F. & C. Eurotrust	53½	......	1.2	1.0	3.2	44.1
126	98	Family Inv. Tst.	108	......	†4.61	0.7	6.1	22.6
104	66½	First Scot. Am.	82	−1½	†3.15	1.1	5.6	24.4
93½	67½	Foreign & Col.	83½	−1½	h2.26	1.2	3.9	31.4
80	42½	F U G I T ('R0.25)	75	−3	107½c	1.2	5.7	15.8
53	44	Fulcrum Inc.	45	......	14.0	1.1	12.7	20.1
4½	3	Do. Cap. 2½p	4	......	—	—	—	—
40	34½	Fundinvest Inc.	38	......	3.15	1.0	11.9	11.9
83	54	Do. Cap.	60	−1	—	—	—	—
185	145	G.T. Japan	176xd	......	‡7.0	1.0	‡	24.3
168	120	Gen. & Comm'cl.	146	+1	t6.87	1.0	6.7	20.5
103	72	Gen. Consolidtd.	91	+1	†4.25	1.1	6.7	14.6
200	159	General Funds	180	+2	†5.45	1.0	4.3	32.9
162	125	Do. Conv. 10p.	135	......	—	—	—	—
126	96	Gen. Investors	120	+1	†s4.5	1.2	5.4	23.2
104	69½	Gen. Scottish	90½	......	†4.0	§1.2	6.3	19.3
133	92	Gen. St'hldrs. 12½p.	120	+1	s2.9	1.3	3.5	31.1
112	84	Glasgow St'hldrs.	108	−1	s13.15	1.1	4.2	34.3
142	104	Globe Inv.	125	−1	s16.25	1.1	7.1	20.3
68	52	Govett Europe	62½	−½	1.8	1.3	4.1	26.2
95	75	Grange Trust	87xd	+1	3.2	1.3	5.3	21.1
123	81½	Gt. North'n Inv.	100xd	−2½	s5.4	ϕ	7.7	ϕ
107½	82	Greenfriar Inv.	101	......	2.0	ϕ	2.9	ϕ
215	70	Gresham Hse.	155	−3	3.3	1.8	3.0	25.8
68	55	Gresham Inv.	67	......	†2.35	b2.1	5.0	13.6
73	52	Group Investors	69xd	......	†2.2	1.0	4.6	30.4
98	64½	Guardian Inv. Tst.	79	−1½	s3.15	1.0	5.8	24.8
128	88	Hambros	114	......	†4.1	1.0	5.1	27.1
114	77½	Hill (Philip)	89	−1½	†h4.57	1.0	7.3	19.3
40	30¼	Hume 'A'	38	......	ϕh2.4	1.1	9.0	14.3
40½	30½	Do. "B"	38	......	ϕ—	—	—	—
66½	46½	Industrial & Gen.	58½	−1	†2.15	1.0	5.2	26.4
96½	57	Internat'l Inv.	73	−½	†2.94	1.0	5.9	22.2
201	142	Inv. in Success	168	......	†3.35	1.3	2.8	38.3
92½	60½	Investors' Cap.	79xd	−½	s2.5	ϕ	4.5	ϕ
165½	95½	Jardine Japan	101	−2	1.0	1.4	1.4	74.4
100	65	Jardine Sec. HK$5	78	+1	Q49c	1.2	8.1	10.7
176	138	Jersey Ext. Pf. 1p	162	......	—	—	—	—
260	193	Jersey Gen. £1	229	......	Q14.5	1.1	6.3	17.9
57	46	Jos Holdings	53	......	2.7	1.0	7.3	19.6
61½	40	Jove Inv. Inc. 10p	42	......	†3.65	1.0	12.4	11.0
10¼	5¼	Do. Cap. 2p	8	......	—	—	—	—
185	134	Keystone Inv. 50p	155	......	s7.5	1.5	6.9	13.6
111½	74	Lake View Inv.	93½	−½	†s3.0	1.1	4.6	27.6
48	35	Lanc. & Lon. Inv.	44	......	2.0	1.0	6.5	21.6
134	95	Law Debenture	113	......	†5.25	1.1	6.6	20.4
£13⅞	£11¾	Lazard Stlg. Res. 1p	£13⅞	......	1.23	—	—	—
47	36	Leda Inv. Inc. 20p	42xd	......	3.78	ϕ	12.9	ϕ
37	21½	Do. Cap. 5p	27	−1	—	—	—	—
47	31	Le Vallonet Inv.	37	−½	d1.52	5.2	5.9	&
86	65	Lon. Atlantic	83	......	†3.6	1.0	6.2	22.2
80	60	Lon. & Gart. 50p	76	+1	0.75	1.0	1.4	118.8
134	91½	Lndn. & Holyrood	109	......	†s4.2	1.0	5.5	25.7
62	44	Lon. & Lennox	55½	+½	†2.0	1.1	5.1	25.3
40	24	Lon. & Liv. 10p	30	......	0.62	1.4	3.0	35.7
88	62	Lon. & Lomond	75½	−½	†2.8	1.1	5.3	24.8
209	149	Lon. & Montrose	182	−2	†7.15	1.0	5.7	24.9
129	86	Lon. & Prov.	104	−1	†s3.95	1.0	5.4	26.0
95	69	Lon. Prudential	86	......	t4.25	1.0	7.1	24.2
53	39	Lon. & S'clyde	47½	......	s1.8	1.0	5.4	25.3
132	96	Lon. Tst. Dfd.	130½	−½	t5.25	1.1	5.7	25.4
64	51	Lowland Inv	59½	......	3.2	1.0	7.7	18.7
221	185	M & G Dual Inc. 10p	196	......	15.65	ϕ	11.4	ϕ
154	101	Do. Cap. 10p	135	......	—	—	—	—
95	75	Do. 2nd Dual Inc. 10p	82	......	t6.85	1.0	11.9	16.1
35	19	Do. Cap. 4p	25½	−1	—	—	—	—
73	66	Man. & Metrop. Inv.	70	......	1.5	1.7	3.1	27.4
56	43	Meldrum Inv.	53	......	t2.4	1.1	6.5	22.9
51	35	Mercantile Inv.	46½	−½	†1.7	1.1	5.2	24.6
83½	59	Merchants Tst.	71½	−½	t3.25	1.0	6.5	23.3
59	40	Monks Invest.	51	−½	t2.25	1.0	6.3	26.8
58	39	Mont. Boston 10p	44½	......	0.87	1.4	2.8	34.5
34	19	Do. Wrrts. £1	24	−1	—	—	—	—
122	94	Moorgate Inv	121	......	t6.0	1.0	7.1	25.0
116½	80	Moorside Trust	108	......	†5.23	1.0	6.9	21.4
57¼	40	Murray Caledonian	46½	−1	0½	1.0	0.4	47.3
55¼	38	Do "B"	45	−1	—	—	—	—
103	70	Murray Glendevon	85	−1	2.1	1.1	3.5	43.2
97½	68½	Do. 'B'	82	+½	—	—	—	—
85	60½	Murray Minor Inv.	72	......	†2.35	1.0	4.2	30.8
84	60	Murray Minor Inv. B	71	......	—	—	—	—
61½	41½	Murray Northn.	51	......	†h1.5	1.0	4.0	51.9
60	40½	Do. "B"	51	−1	—	—	—	—
70	48½	Murray Western	55½	−2½	†1.7	1.0	3.7	56.5
66½	46½	Murray Western B	57	......	—	—	—	—
950	475	Negh S.A. $US1	475	......	Q11c	0.9	1.0	106.9
23¼	15½	New Throg. Inc.	18½	......	†1.62	1.1	13.2	9.4
237	122	Do. Cap. £1	159	−3	—	—	—	—
92	20½	Do. New Wrrts.	51	−5	—	—	—	—
83	53½	1928 Invest.	68	−½	†3.33	1.0	7.0	20.1
103½	70	Nth. Atlantic Sec.	86	......	3.75	1.0	6.2	22.6
115	75	Nth. Brit. Canadian	111	−1	†3.55	1.1	4.6	30.6
113	70½	Nthn. American	89½	−1	4.0	1.1	6.4	21.2
137	106	Northern Secs.	136	......	4.0	1.4	4.2	24.7
83	51	Oil & Assoc. Inv	77	......	†s2.42	1.1	4.5	29.7
66	46	Outwich Inv.	61	......	†1.9	1.2	4.4	27.5
136	92½	Pentland Inv.	112	......	s5.45	ϕ	7.3	ϕ
70	50	Prog. Scs. Inv 50p	57	......	†3.1	1.1	7.9	16.6
34	22½	Provincial Cities	30xd	......	†1.78	1.2	8.5	14.3
141	97½	Raeburn	118xd	......	s5.45	1.2	6.6	17.6
37½	26½	Rights & Iss. Cap.	33	......	0.14	—	—	—
225	153	River & Merc.	193	......	†9.5	1.1	7.0	18.6
191	137	River Plate Def.	172	+1	†7.0	1.1	5.8	22.1
£62	£37¼	Robeco (Br.) Fl50	£39⅝	+1⅛	Q26.4%	1.0	7.4	13.5
619	372	Do. Sub. Sh's Fl5	395	......	Q26.4%	1.0	7.4	13.4
£48½	£30½	Rolinco NV Fl50	£34⅝	+1⅛	ϕ—	—	—	—
485	305	Do. Sub. Sh's Fl5	345	......	ϕ—	—	—	—
105	69	Romney Trust	88	−1	3.0	1.0	4.9	28.6
63½	51	Rosedimond Inc	54	......	†4.6	1.0	12.2	11.7
106	71	Do. Cap	86	......	—	—	—	—
299	195	Rothschild In. 50p	298	−1	†9.0	1.4	4.4	23.4
96	73	Safeguard Ind	87	......	4.7	1.0	7.7	18.0
136	91½	St. Andrew Tst.	112	−1	†4.9	1.1	6.2	21.2
100	77	Scot. Am. Inv. 50p	97½	−1	3.5	ϕ	5.3	ϕ
207	162	Scot. Cities 'A'	207	+1	10.0	1.8	6.9	19.8
78½	51	Scot. East. Inv.	61½	−1	st2.55	1.1	5.9	24.2
44½	35½	Scot. European	41	......	1.65	1.1	5.8	23.5
115	78	Scottish Inv.	97	−½	3.90	1.0	5.7	23.9
126½	91	Scot. Mort. & Tst	108½	−1	†3.9	1.0	5.1	27.2
164½	117	Scot. National	149	−2	s4.65	1.1	4.5	28.8
85	60	Scot. Northern	77	−1	†h2.53	1.0	4.8	29.5
76	49	Scot. Ontario	60	−1	t2.8	1.0	6.7	24.4
68	49	Scot. Utd. Inv.	62	−½	h1.5	1.0	3.5	40.9
215	140	Sec. Alliance Tst.	169	−1	7.2	1.0	6.1	23.4
106	70½	Securities T. Sc.	86	−½	t4.3	1.0	7.1	23.6
535	400	Select Risk Inv. $US5	420	......	Q25c	—	2.7	—
153	118	Shires Inv. 50p	129	......	9.73	1.0	11.0	12.8
82	68½	Sizewell 10p	81	......	2.1	1.1	3.7	35.3
137	93	Sphere Inv.	112½	−½	†4.0	1.1	5.1	25.8
173	147	SPLIT Inc. 10p	158	......	†10.83	1.0	9.8	14.5
77½	46½	SPLIT Cap. 10p	56	−½	—	—	—	—
135	112	Stanhope Gen.	126	......	†3.38	1.5	3.8	24.5
205	136	Sterling Tst.	168	......	†s6.3	1.0	5.4	25.4
113	73½	Stockholders Inv.	98	......	s3.0	1.0	4.4	23.2
121	80	Technology	182	−½	st3.6	1.0	5.0	32.0
123	86	Temple Bar	106	−½	t6.25	1.0	8.4	18.5
28½	22	Throg. Growth	27	......	2.25	1.0	11.9	12.4
122	87	Do. Cap. £1	107	−2	—	—	—	—
104½	74	Throgmorton	93½	+½	5.55	ϕ	8.8	ϕ
96	78	Tor. Invest. Inc.	92	......	6.72	1.2	10.4	11.4
128½	88	Do. Cap.	100	−2	0.67	—	1.0	—
194	135	Trans. Oceanic	163	−1	s6.2	1.2	5.4	21.2
73	52½	Tribune Invest.	66	−1	†1.7	1.3	3.7	29.2
72½	60½	Triplevest Inc. 50p	65	......	†s4.94	1.0	10.9	13.0
214	126	Do. Capital £1	175	−1	—	—	—	—
65	45½	Trust Union	56½	−1½	†h2.1	1.1	5.3	25.3
59	43	Trustees Corp.	54	−1	t2.3	1.1	5.8	26.2
140	96	Tyneside Inv.	140	......	4.43	1.1	4.5	29.0
148	103	Utd. Brit. Secs.	121	−1½	§5.95	1.2	7.0	17.4
28½	18½	Utd. Capitals	28	......	1.04	1.1	5.0	24.7
104½	71½	US Deb. Corp	85½	−½	†s4.05	1.0	6.8	20.1
214	152	U.S. & General Tst.	185xd	......	s8.61	ϕ	6.6	ϕ
810	520	US Trust Fund $1	560	+5	Q10c	—	0.8	—
163	81	Viking Resources	163	......	1.32	1.4	1.2	88.9
78	59	W. Cst. & Texas 10p	68	......	1.1	1.6	2.3	38.5
312	235	Wemyss Inv. £1	270	+5	15.0	1.0	7.9	17.4
232	180	Winterbottom	208xd	......	§7.5	ϕ	5.2	ϕ
104½	72½	Witan Inv.	89½	−1	t3.25	1.0	5.2	33.2
220	164	Yeoman Inv.	196	−1	†8.62	1.0	6.3	22.1
33	21	Yorks. & Lancs.	28	......	1.75	1.1	0.9	15.1
108½	85	YoungCo's Inv. £1	100	......	†4.2	1.1	6.1	22.2

Finance, Land, etc.

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
245	174	Akroyd Smithers	238	−2	20.0	3.6	12.0	3.3
107	70	Aust. Farming	70	......	—	—	—	—
65	35	Authority Inv. 20p	35	......	—	—	—	4.6
26½	16	Britannia Arrow	25	−1	—	—	—	—
215	115	Centreway Trust	157	......	†10.67	1.2	9.7	13.1
144	90	Challenge Crp. $1	95	......	Q15c	2.8	7.2	5.0
80	55	Charterhouse Gp.	70	......	†3.69	1.5	7.5	(11.5)
£15	£12½	Common Mkt. 1p.	£14¼	......	Q40.0	1.0	2.8	‡
67	32	Dawnay Day	59	......	ϕ2.12	1.9	5.1	12.6
36½	19	††Doloswella	33#	......	—	—	—	—
19	13	Ex Lands 10p	13	......	0.56	2.9	6.2	7.4
175	113	Fashion & Gen. 5p.	120	......	5.51	1.2	6.7	17.2
20	16	Fitzroy Invest.	20#	......	—	—	—	—
58	28	Hambro Trust	57	......	†2.25	3.1	5.7	8.0
20	10	Hampton Tst. 5p	16	......	—	—	—	35.1
62½	31	Haw Par. S. $1	42	−1	—	—	—	—
345	235	Int. Inv. Tst. Jsy. £1	340	......	†Q4.0	2.2	1.2	43.2
29	19	Investment Co.	23	......	d1.5	2.1	9.3	6.7
130	75	Kakuzi K5/-	85	......	†Q100c	0.7	7.6	28.0
100	51	††Kellock 10p	100	......	0.5	ϕ	0.7	ϕ
100	51	††Do. Conv. Ln. 10p	100	......	0.5	ϕ	0.7	ϕ
235	91	Kitch'n. Taylor 10p	142	......	10.0	ϕ	10.6	ϕ
28	21	Kwahu 10p	22	......	1.84	0.9	13.1	11.6

FINANCE, LAND—Continued

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
22½	14	Lamont Hldgs. 10p	21½	+½	0.3	2.0	2.0	35.9
37	25	Lon. Euro. Grp.	27	−1	†1.1	4.4	5.8	5.4
18½	8	London Inv. 5p.	17	......	p0.7	2.5	5.9	9.8
147	65	Lon. Merchant.	144	−1	†1.0	3.9	1.0	27.7
225	123	M. & G. Hldgs. 5p	158	......	†3.86	5.2	3.5	7.8
114	62	Majedie Invs. 10p	110	......	1.5	1.5	2.0	48.7
64	30	Martin (R.P.) 5p	47	−2	3.0	1.0	9.1	15.1
555	400	Mase. Mrt. & R'lty	535	......	Q$2.40	—	12.8	—
192	136	Mercantile Hse.	146xd	−2	112.0	2.3	11.7	6.0
94	52	Moolgate £2	82ø	......	—	—	—	—
24	17	N.M.C. Invs. 12½p	20	......	1.43	1.7	10.2	8.3
420	270	Nmun Fd. Sts. 10p	220	......	—	—	—	—
14	12	Parambe 10p	14	......	g0.4	1.2	4.1	28.5
84	38½	Park Place Inv.	76	......	2.8	3.1	5.3	6.9
296	190	Pearson (S.) & Son	214	−2	†8.0	3.7	5.3	6.9
118	85	Rosehaugh 10p.	100	......	—	—	—	—
125	86	Scot. & Merc. 'A'	106	......	4.75	1.1	6.4	19.5
£104¾	£70	Sth. Vin. Pfg. Rd. Pf.	£101⅛	......	—	—	—	—
£60½	£52	S.E. 14¾pc Ann.	£52	−5	Q4¾%	—	8.2	—
65	20	Smith Bros.	33	−1	t1.6	0.7	6.9	20.9
£51	£27½	Suez Fin. NF100	£30	+1	Q27%	1.1	10.9	9.0
£12	£10	Trans. Vtn. Tst. 1p	£12	......	Q15.0	0.9	1.2	‡
30	21	Wstn. Select. 20p	28	......	2.1	1.1	10.7	(12.4)
94½	50	West of England	93½	−1	ϕ2.5	2.4	3.8	12.3
14¼	10½	Yorkgreen 10p.	11	......	0.44	3.5	5.7	7.9
130	67	Yule Catto 10p.	123	+1	ϕ2.0	3.1	2.3	15.9

OIL & GAS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
356	60	††Aran Energy £1	282	−10	—	—	—	—
284	76	Attock 20p	166	−6	—	—	—	—
681	175	Basic Res. Inc. S.A.	520	−15	—	—	—	—
308	158	Brit. Borneo 10p	300	......	†7.53	1.4	3.7	26.9
406	230½	Brit. Petroleum	358	......	§13.75	3.2	5.5	6.4
74	56	Do. 8% Pf. £1	57	......	5.6%	12.28	14.0	—
197	82	Burmah £1	184	+1	§3.0	3.4	2.4	(13.8)
£69½	£25½	Do. 8½ Ln 91-96	£59½	−1¼	Q8½%	4.7	e15.5	—
332	82	††CCP North Sea	282	−16	—	—	—	—
264	105	††Cambridge Pet. 20p	246	+16	—	—	—	—
99	38	††Candecca Res.	88	......	—	—	—	—
86	28	Carless Capel 10p	81	+2	s12.05	4.3	2.6	16.5
132	55½	Century 10p	125	−2	F3.65	3.3	4.2	10.5
75½	22½	Charterhall 5p	70	−1	—	—	—	—
£35½	£19½	Cie Fr. Petroles B.	£28	......	Q15fr	2.2	5.8	0.0
465	162½	††Cluff Oil £1	455	−10	—	—	—	—
455	200	††Do. Cnv. A	435	−20	—	—	—	—
340	84	††Clyde Petrol £1	325	−3	d1.12	3.6	0.5	80.8
435	114	††Gas & Oil Acreage	365	+25	—	—	—	—
138	85	Hunting Petrol	125	+1	†4.65	2.0	5.3	(11.8)
710	358	Imp. Cont. Gas £1	695	−3	†18.09	2.6	3.6	11.8
60	28	KCA	59	......	†1.0	4.7	2.4	9.2
438	124	LASMO	438	+25	ϕ—	—	—	—
£104	£91½	LASMO 14% 1981-83	£93	......	ϕQ14%	—	f14.9	—
£10	375	LASMO 'Ops' 10p	945	−5	ϕ71.82	—	1.8	—
43	14	Magnet Metals 10c	31½	−1	—	—	—	—
40	20	††New Court Nat.	40	+1	0.55	3.0	2.0	18.7
64	4½	Premier Cons. 5p	64xr	+21½	—	—	—	—
£11⅛	500	Ranger Oil	£11⅛	+¼	—	—	—	—
£47⅛	£31¼	Pyl. Dutch Fl 20	£36½	+½	Q28.75%	1.9	6.9	7.9
445	95	Santos A0.25c	440	......	Q30c	2.1	3.4	13.9
580	275	Sceptre Res.	510	+15	—	—	—	—
402	278	Shell Trans. Reg	348	+2	T318.53	1.7	7.6	8.7
65	49½	Do. 7% Pf. £1	50	......	4.9%	1102	14.0	—
694	190	††Siebens (U.K.) £1	678	+22	—	—	—	—
£71½	£52	Texaco 4¾% Cnv.	£71½	+1	Q4¾%	—	f6.8	—
284	148	Tricentrol	264	+2	§5.36	2.3	2.9	18.8
454	197	Ultramar	432	+2	t10.0	—	3.3	12.1
228	125	Do. 7pc Cnv. £1	220	−3	Q7%	37.5	4.6	—
750	155	††Viking Oil £1	750	+10	—	—	—	—
410	110	Weeks Pet. 10cts	390	......	—	—	—	—
410	110	Do. Pfd Ord. 10c	390	......	Q1.61	—	0.4	—
137	44	Woodside A50c.	128	−2	—	—	—	—

OVERSEAS TRADERS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
310	225	African Lakes	290	......	h3.67	14.9	1.8	3.6
600	345	Assam Trad. B £1	540	......	10.0	2.9	2.7	18.2
147	101	Aust. Agric. 50c	142	......	Q7.5	1.6	2.7	21.3
224	136	Bensford (S. & W.)	148	−3	7.5	q2.6	7.5	(5.7)
97	54	Borthwick (Thos.) 50p	61	......	6.2	1.3	14.5	(6.9)
64	32	Boustead (10p)	54	......	†h1.0	b3.5	2.6	12.0
109	64	Finlay (James)	86	−1	5.03	2.3	8.4	5.1
184	121	Gill & Duffus	128	−4	b6.75	2.8	7.5	5.3
£57⅛	£24½	Gt. Nthn. £10	£25	......	hQ9¼%	2.9	3.7	9.5
800	487½	H'ris'ns. Cros. £1	775	−12	†24.05	1.9	4.5	14.0
84	53	Hoffnung (S.)	71½	−3	4.49	1.3	9.2	(11.3)
372	260	Inchcape £1	368	−4	§18.15	1.4	7.2	12.2
44	21	Jacks Wm.	44	+2	†1.22	3.4	‡	7.9
17½	10	Jamaica Sugar	12	......	—	—	—	—
109	62	Lonrho	101	−2	7.32	ϕ	11.0	ϕ
47½	33½	Mitchell Cotts	47½	+½	3.61	1.1	10.9	(11.4)
97½	76½	Nesco Invests.	92	......	t6.3	1.1	10.2	(12.2)
91	60	Ocean Wlsns. 20p	73	......	3.5	2.9	6.8	5.7
220	140	Pat'son Zoch. 10p	210	+5	9.0	5.2	6.1	4.5
215	130	Do '4' N/V 10p	205	+3	9.0	5.2	6.3	4.4
43	15	Sanger (J.E.) 10p	18	......	—	—	—	—
117	68	Sime Darby M$0.5	89	−1	Q3.37	2.2	3.8	12.0
209	112	Steel Bros.	160	......	†7.15	3.3	6.4	6.1
76	43	Tozer Kems. 20p	73	......	§4.77	2.8	9.3	6.5
£93	£85	Do. 8pc Ln. '81	£88	......	Q8%	189.8	f9.3	—
42	24½	U. City Merc. 10p	32	......	hcd1.23	4.9	5.5	4.2
42	23½	Do 10pc Ln. 16p	32	......	Q10%	29.9	f5.7	—

RUBBERS AND SISALS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
138	88	Anglo-Indones'n	135	......	3.03	3.0	3.2
116	63	Barlow Hldgs. 10p	111	+4	†2.6	1.1	3.3
69	20½	Bertam Cons. 10p	68	+1	h0.75	1.9	1.6
8	2½	Bird (Africa)	2½	......	—	—	—
460	250	Castlefield 10p	445	−5	5.0	2.0	1.6
53	36	Cons. Plants M$0.5	50	......	Q3.75	1.2	7.5
12	8	Grand Central 10p	9	......	d0.6	—	10.1
730	320	Guthrie £1	730	+7	b28.0	1.3	5.5
199	103	Harrisons Mly. Est. 10p	195	−2	6.5	1.1	4.8
128	87	Highlands M50c	97	−1	Q25c	1.2	5.2
92	65	Kuala Kepong M$1	89	......	†Q20c	1.2	4.6
53½	39	††Kulim M50c	51½	−1½	hQ12c	1.1	4.8
440	185	Ldn. Sumatra 10p	428	−5	8.0	1.4	2.0
104	61	Malakoff M$1	96	−8	sQ15c	2.0	3.2
62	48	Malay. Plants. M$1	59	......	Q18c	1.3	7.0
190	119	Rightwise 10p	188	......	—	—	—

TEAS

India and Bangladesh

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
290	245	Assam Dooars £1	282	......	ϕ9.51	—	4.8
305	230	Assam Frontier £1	233	−4	10.15	4.4	6.2
124	95	Assam Invs. £1	105	......	4.67	0.7	6.6
30½	15½	Empire Plants 10p	23½	......	ϕ—	—	—
470	335	Lawrie Plants £1	460	−5	17.5	3.3	5.4
345	223	McLeod Russel £1	330	−10	13.5	1.1	5.8
390	285	Moran £1	290	......	10.0	—	4.9
165	109	Warren Plants.	149	−1	t9.5	2.7	9.3
228	157	Williamson £1	228	......	F12.5	ϕ	7.8

Sri Lanka

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
370	230	Lunuva £1	365	......	†10.0	1.1	3.9

Africa

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
165	95	Blantyre	95	......	6.0	1.6	9.0
155	85	Ruo Estates	85	......	4.5	ϕ	8.0

MINES

CENTRAL RAND

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
£15	270	Durban Deep R1	£13¼	......	Q155c	ϕ	6.7
£15⅞	235	East Rand Prp. R1	£13¼	......	Q100c	ϕ	4.3
£36	£20⅞	Randfont'n Est. R2	£32	+¼	Q600c	ϕ	10.8
341	91	West Rand R1	319	......	Q17½c	ϕ	3.1

EASTERN RAND

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
201	62	Bracken 90c	189	......	Q52c	1.4	15.7
81	16	East Dagga R1	81xd	+19	Q10c	ϕ	7.1
396	285	E.R.G.O. R0.50	360	−1	†Q25c	1.7	4.0
405	85½	Grootvlei 25c	363	+6	Q92c	ϕ	14.5
650	247	Kinross R1	571	−12	Q74c	1.6	7.4
167	50	Leslie 65c	143	+2	Q32c	1.2	12.8
190	63½	Marievale R0.25	167	−5	Q85c	ϕ	29.1
391	55	S. African Ld. 35c	391xd	+21	Q40c	ϕ	5.9
164	33	Viakfontein 90c	158	+4	Q20c	ϕ	7.2
£15	515	Winkelhaak R1	£13⅝	......	Q205c	1.6	8.6
136	31½	Wit. Nigel 25c	114	......	Q11½c	6.7	0.8

FAR WEST RAND

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
636	253	Blyvoor 25	582	−1	†Q105c	1.6	10.3
£17½	658	Buffels	£17	+¼	†Q200c	2.3	6.7
278	88	Deelkraal R0.20	246	−5	—	—	—
693	216	Doornfontein R1	582	−1	Q60c	2.8	5.9
£13⅛	562	East Drie R1	£12⅛	......	Q175c	ϕ	8.5
445	216	Elandsrand Gld. 20c	396	......	—	—	—
298	70	Elsburg R1	251	−2	Q30.55c	ϕ	7.0
£27½	£11	Hartebeest R1	£26¼	+¼	†Q400c	1.4	8.6
£15⅛	483	Kloof Gold R1	£14⅛	−⅛	†Q110c	1.7	4.5
£10⅝	414	Libanon R1	945	+9	Q150c	1.7	9.1
£12¾	422	Southvaal 50c	£10⅝xd	+¼	Q140c	ϕ	7.7
745	291	Stilfontein 50c	670	−1	Q135c	ϕ	11.5
£32½	£12⅝	Vaal Reefs 50c	£29xd	+½	Q510c	ϕ	10.0
735	140	Venterspost R1	626	−1	mQ45c	1.8	4.1
£39⅞	£17¼	W. Drie R1	£36⅛	−⅜	†Q615c	1.3	9.7
427	109	Western Areas R1	400	−1	Q47c	ϕ	6.7
£20¾	611	Western Deep R2	£17½xd	−⅜	Q320c	ϕ	10.5
496	185	Zandpan R1	456	−1	†Q67c	1.0	8.5

O.F.S.

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
215	90	Free State Dev. 50c	182	+2	†Q15c	1.6	4.8
£27¾	£11⅞	F.S. Geduld 50c	£25½	......	Q420c	2.2	9.4
365	59	F.S. Saaiplaas R1	255	−9	—	—	—
929	265	Harmony 50c	824	+9	†Q90c	2.5	6.2
381	13	Loraine R1	334	−9	—	—	—
£19¾	750	Pres. Brand 50c	£17¾	−⅛	Q295c	3.0	9.5
£16⅝	566	Pres. Steyn 50c	£15⅝	+⅛	Q182½c	2.7	6.7
£16½	603	St. Helena R1	£15⅜	......	Q300c	1.1	11.1
526	185	Unisel	451	......	—	—	—
693	245	Welkom 50c	626	−1	Q110c	1.5	10.1
£28½	£15	W. Holdings 50c	£27¼	−¼	Q645c	1.3	13.6

FINANCE

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
£12½	800	Ang. Am. Coal 50c	£11	......	†Q72c	[illegible]	3.7
720	300	Anglo Amer. 10c	615	−5	†Q46c	[illegible]	4.3
£44½	£14⅜	Ang. Am. Gold R1	£39⅝	+⅛	†Q250c	1.5	3.6
£16½	800	Ang-Vaal 50c	£15½	......	†Q150c	[illegible]	5.5
162	69	Charter Cons. 2p	152	−4	st8.0	[illegible]	7.5
485	178	Cons. Gold Fields	477	−1	13.51	[illegible]	4.0
35	17	East Rand Con. 10p	31	......	1.05	1.0	4.0
880	355	Gen. Mining 40c	830	−20	†Q60c	[illegible]	4.1
£35	£11⅝	Gold Fields S.A. 25c	£33	−½	†Q225c	[illegible]	4.0
£31¼	£13½	Jo'burg Cons. R2	£29	−½	†Q255c	[illegible]	5.1
430	150	Middle Wit 25c	400	......	†Q35c	2.1	5.0
330	140	Minorco $BD1.40	329	+4	KQ1½c	1.5	3.3
262	98	New Wit 50c	220	+11	†Q24c	1.3	6.4
£12⅞	850	Patino NV Fls.5	£10⅛	−¼	QC50c	ϕ	1.9
124	41	Rand London 15c	108	−4	Q11c	ϕ	5.8
700	442	Selection Trust	692	−8	20.84	1.5	4.3
329	168	Sentrust 10c	308	......	†Q38c	1.2	7.1
113	36	Silvermines 2½p	93	......	†1.5	0.2	2.2
288	158	Tanks Con. 50p	278	−2	Q10.0	1.3	3.6
92	84	Do. Pref. 80p	90	......	Q9%	17.7	8.0
£22½	£10⅝	T'vaal Cons. Ld. R1	£21	......	Q135c	3.5	3.7
450	215	U.C. Invest R1	415	......	Q60c	ϕ	8.6
580	255	Union Corpn. 6.25c	640	−15	ϕ†Q47c	2.1	4.2
125	55	Vogels 2½c	117	......	Q16c	ϕ	8.1

DIAMOND AND PLATINUM

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
£49¼	£35	Anglo-Am. Inv. 50c	£49¼	+⅛	Q750c	1.1	8.7
500	332	De Beers Df. 5c	472	−6	Q65c	3.0	7.9
911	750	Do. 40pc Pf. R5	850	......	Q200c	49.7	13.4
317	138	Impala Plat. 20c	282	−4	Q34c	3.6	6.9
195	66	Lydenburg 12½c	170	......	ϕQ16c	1.0	5.4
326	94	Rus. Plat. 10c	277	−1	Q20c	3.1	4.1

MINES—Continued

CENTRAL AFRICAN

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
430	97	Coronation	380	−5	Q54c	2.2	8.1
680	132	Falcon Rh. 50c	650	−20	Q100c	1.7	10.6
48	11	Rhod'n Corp. 16⅔p	41	−2	0.56	6.5	2.0
267	70	Roan Cons. K4	222	−13	Q0.125	ϕ	3.4
67	26	Wankie Col. Rh.1	57	−3	Q9c	1.5	10.9
57	9	Zam. Cpr. SBD0.24	45	−1	—	—	—

AUSTRALIAN

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
28	18	Acmex 50c	23	......	—	—	—
18	4	ACM 20c	16	−1	—	—	—
115	50	Bond Corp.	115	......	Q3.75	2.2	1.7
187	100	Bougainville 50 Toea	187	+9	†Q19.8c	1.0	5.3
265	84	BH South 50c	205	+10	ϕ—	—	—
12	12	Canada Northwest	12	......	—	—	—
26	8	Carr Boyd 20c	25	......	—	—	—
625	340	Central Pacific	520	−1	—	—	—
318	170	Conzinc Riotinto 50c.	304	−2	NQ10c	2.0	1.7
36	14	Cultus Pacific N.L.	22	......	—	—	—
50	2½	Eagle Corp. 10c	38	−2	—	—	—
23½	11	Endeavour 20c	23	−1½	—	—	—
228	62	G. M. Kalgoorlie 25c	225	+15	Q3c	—	0.7
320	148	Hampton Areas 5p.	315	−5	3.5	2.8	1.6
75	20	Haoma Gold N.L.	34	+2	—	—	—
72	25	Metals Ex. 50c	64	−1	—	—	—
306	134	M.I.M. Hldgs. 50c.	296	−4	†Q16.1c	1.8	2.8
25	15	Minefields Expl.	19	......	—	—	—
142	30	Mount Lyell 25c	134	......	—	—	—
44	13	Newmetal 20c	20	......	—	—	—
169	91	††North B. Hill 50c.	166	−2	Q12c	1.4	3.7
57	4½	Nth. Kalgurli	53½	+½	—	—	—
165	45	Nth. Mining Corp.	144	−2	—	—	—
71	18	N. West Mining N.L.	26	......	—	—	—
235	76	Oakbridge $A1	212	−23	Q12c	4.7	2.9
112	22	Otter N.L.	104	+2	—	—	—
160	58	Pacific Copper	158	+14	—	—	—
575	125	Pancont. 25c	405	+5	—	—	—
62	2	Paringa M.&Ex. 5p	58	......	—	—	—
480	248½	Peko-Wallsend 50c	465	+5	†Q17.5c	ϕ	2.0
217	125	Seltrust A	204	+2	—	—	—
900	145	Southern Pacific	760	−40	—	—	—
70	8½	Swan Resources 20c	70	+3	—	—	—
16	12	West Coast 25c	13	......	—	—	—
244	121	Westn. Mining 50c.	229	+9	Q7c	1.6	1.6
30	8	Westmex	30	......	—	—	—
94	40	Whim Creek 20c.	85	......	—	—	—
25	10½	York Resources	15½	......	—	—	—

TINS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
30	23	Amal. Nigeria	27xd	......	1.0	1.9	5.3
435	265	Ayer Hitam SM1	305	......	Q290c	0.9	19.4
72	48	Beralt Tin	65	......	4.5	ϕ	9.9
270	144½	Berjuntai SM1	165	......	†Q95c	1.0	‡
190	125	Geevor	165	......	6.71	3.1	7.5
11	8	Gold & Base 12½p	11	......	—	—	—
365	295	Gopeng Cons.	345xd	......	25.0	ϕ	10.4
370	289	Hongkong	300	......	35.87	ϕ	17.1
98	64	Idris 10p	43xd	......	28.0	ϕ	12.3
15	9½	Jantar 12½p	15	......	—	—	—
95	38	Kamunting SM0.50	68	+4	Q47½c	1.1	15.7
620	210	Killinghall SM1	500	......	Z060c	—	4.1
585	365	Malay Dredging SM1	565	......	†Q105c	2.6	3.8
57	26	Pahang	27	......	0.44	0.3	2.4
123	60	Pengkalen 10p	90xd	......	6.0	ϕ	8.7
275	195	Petaling SM1	235	......	Q150c	ϕ	13.0
87	55	Saint Piran	62	−5	t2.5	6.4	‡
58	34	South Crofty 10p	33	......	t3.0	2.0	‡
230	170	South Kinta SM0.50	215	......	Q150c	1.0	14.2
430	285	Sthn Malayan SM1	375	......	Q175c	2.1	9.5
310	210	Sungei Besi SM1	255	+7	†Q520c	1.0	41.5
75	25	Supreme Corp SM1	35	......	Z010c	—	5.8
105	93	Tanjong 15p	100xd	......	24.5	ϕ	6.4
115	90	Tongkah H. Tin	90	......	Q45c	1.3	11.2
280	190	Tronoh SM1	245	......	†Q25c	5.2	2.1

COPPER

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
192	56	Messina R0.50	185	−2	Q10c	ϕ	3.1

MISCELLANEOUS

1979-80 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
81	54	Barymin	67	+5	—	—	—
14½	10	Burma Mines 17½p	15½	......	—	—	—
460	170	Cons. Murch. 10c	407	+5	Q100c	ϕ	14.1
585	280	Northgate C$1	555	+15	—	—	—
417	226	R.T.Z.	398	−10	†11.5	3.4	4.1
31	12	Robert Mines	26	......	—	—	—
65	26	Sabina Inds. C$1	45	−1	—	—	—
880	470	Tara Explin. $1	540	+20	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; *bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution.* Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 30 per cent and allow for value of declared distribution and rights.

- ⊖ "Tap Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ϕ Figures or report awaited.
- †† Unlisted security.
- ¢ Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividends or forecasts.
- ♦ *Merger bid or reorganisation in progress.*
- ≠ Not comparable.
- ♠ Same interim; reduced final and/or reduced earnings indicated.
- § Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ *Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.*
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♣ Excluding a final dividend declaration.
- ☨ *Regional price.*
- ‖ No par value

§§ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1979-80. G *Assumed dividend and yield after pending scrip and/or rights issue.* H Dividend and yield based on prospectus or other official estimates for 1978-79. K Figures based on prospectus or other official estimates for 1979-80. M Dividend and yield based on prospectus or other official estimates for 1980. N Dividend and yield based on prospectus or other official estimates for 1979. P Figures *based on prospectus or other official estimates for 1978-79.* Q Gross. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xR ex capital distribution.

"Recent Issues" and "Rights" Page 34

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £500 per annum for each security

REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Stock	Price	+ or −
Albany Inv. 20p	27	......
Bertam	18	......
Bdg'wtr. Est. 50p	365	......
Clover Croft	58	......
Craig & Rose £1	£10½	......
Dyson (R. A.) A	36	......
Fife Forge	38	......
Finlay Pkg. 5p	18	......
Graig Ship. £1	925	......
Higsons Brew	80	−2
Holt (Jos) 25p	255	......
I.O.M. Stm. £1	175	......
Pearce (C. H.)	385	......
Peel Mills	37	......
Sheff. Refrshmt	98	......
Sindall (Wm.)	165	......

IRISH

Stock	Price	+ or −
Conv. 9% '80/82	£86	......
Nat. 9¾% 84/89	£71	......
Fin. 13% 97/02	£85⅞	−⅛
Alliance Gas	58	−6
Arnott	375	+35
Carroll (P.J.)	54	+2
Clondalkin	102	−3
Concrete Prods.	83	......
Heiton (Hldgs.)	35	......
Ins. Corp.	200	......
Irish Ropes	57	−9
Jacob	34½	......
T.M.G.	145	......
Unidare	88	......

OPTIONS

3-month Call Rates

Industrials	
A. Brew	8
BOC Intl.	6
B.S.R.	5
Babcock	12
Barclays Bank	30
Beecham	13
Blue Circle	25
Boots	17
Bowaters	16
B.A.T.	25
Brown (J.)	7
Burton 'A'	22
Cadburys	5½
Courtaulds	8
Debenhams	8
Distillers	21
Dunlop	5½
Eagle Star	14
F.N.F.C.	1¾
Gen. Accident	21
Gen. Electric	30
Glaxo	40
Grand Met.	12
G.U.S. 'A'	30
Guardian	23
G.K.N.	22
Hawker Sidd	16
House of Fraser	12
I.C.I.	22
"Imps"	7
I.C.L.	45
Inveresk	5
Ladbroke	15
Legal & Gen.	14
Lex Service	10
Lloyds Bank	24
"Lofs"	3½
London Brick	6
Lucas Inds.	20
"Mams"	14
Mrks. & Spncr	9
Midland Bank	30
N.E.I.	5
Nat. West. Bank	32
P & O Dfd.	9
Plessey	10
Racal Elect.	20
R.H.M.	4½
Rank Org.	18
Reed Intnl.	17
Sears	5½
Tesco	7
Thorn	25
Trust Houses	24
Tube Invest.	27
Unilever	40
U.D.T.	4
Utd. Drapery	9
Vickers	14
Woolworths	6½
Property	
Brit. Land	7
Cap. Counties	9
Land Secs.	25
MEPC	17
Peachey	13
Samuel Props.	12
Town & City	2
Oils	
Brit. Petroleum	28
Burmah Oil	15
Charterhall	6½
KCA	6½
Premier	7
Shell	28
Tricentrol	27
Ultramar	32
Mines	
Charter Cons.	18
Cons. Gold	40
Lonrho	9
Rio T. Zinc	35

A selection of Options traded is given on the London Stock Exchange Report page

FINANCIAL TIMES
Tuesday February 5 1980

BANK GOVERNORS' VIEWS ON GROWING OPEC SURPLUS

Oil funds imbalance worsens

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE PROBLEMS of recycling the financial surpluses of the oil exporting countries to the consuming deficit countries are likely to be more difficult and more persistent than in the mid-1970s, according to the Governors of the British and West German central banks.

Mr. Gordon Richardson, Governor of the Bank of England, and Herr Karl Otto Pöhl, the new president of the West German Bundesbank, gave this warning last night in speeches to the annual banquet in London of the Overseas Bankers' Club.

Both Governors underlined the actual and potential problems of recycling although they took some encouragement from the agreement of central banks in major countries about the need for tight monetary policies to curb inflation.

After noting the twin problems of growing indebtedness, particularly in the poorer countries, and huge investable surpluses, Herr Pöhl argued that international institutions, especially the International Monetary Fund and the World Bank, should play a much greater role in recycling.

He suggested that increased use of the Fund's ample resources by countries which could not borrow any more in rpivate markets would have the positive aspect that the fund would be able to impose economic policy conditions on borrowers.

After also calling for a larger role for the Fund, Mr. Richardson discussed the limits on the willingness and capacity of commercial banks to bear the brunt of the recycling burden.

He then outlined various ways in which this process could be carried out—noting, in particular, the need for larger spreads and margins on international lending to reflect different risks.

Without referring specifically to the U.S. moves to freeze Iranian assets, Mr. Richardson said that "recent and essentially political events" had shaken the confidence upon which banking relationships rest. He also stressed the need for urgent adaptations and improvements in procedures for syndicated medium-term credits.

Herr Pohl referred to recent discussions about whether the D-mark could not releive the dollar of part of its burden as a reserve currency.

He said: "The D-mark is already the second most important investment and reserve currency after the dollar. We are not particularly pleased about this development. However, we must learn to live with it."

Neither the D-mark nor sterling—nor any other currency—could replace the dollar as the world's major reserve currency.

Herr Pohl said the proposals for the creation of a substitution account (in which dollars would be exchanged for assets denominated in Special Drawing Rights—the Fund's currency basket) were "a step in the right direction."

Accord at Paris summit

By Robert Mauthner in Paris

FRANCE and West Germany are today expected to adopt a joint declaration on the crisis provoked by the Soviet invasion of Afghanistan.

Agreement on the substance of the declaration—likely to contain both an analysis of the current world situation and suggestions for a Western response to it—was reached by President Giscard d'Estaing of France and Herr Helmut Schmidt, the West German Chancellor, on the second day of their three-day summit meeting.

The declaration is expected to emphasise that Western allies should adopt a co-ordinated approach to the problems raised by the Soviet actions.

West German officials said that French and West German solidarity with the U.S. could not be doubted. But that did not mean every country had to react in the same way—a view also expressed by Lord Carrington, the British Foreign Secretary, after his weekend talks with M. Jean François-Poncet, the French Foreign Minister.

The Franco-German concept is that each Western country should assume the task for which it is best fitted. Some European countries had closer relations with specific third world countries than others and were therefore more likely to achieve results in dealing with them.

West Germany, for instance, would probably take the lead in putting together a special aid package for Turkey while President Giscard and Herr Schmidt also agreed it would be desirable for closer links to be forged between the EEC and the Gulf States.

German officials said the Franco-German Initiative should not be seen as presenting either the U.S. or their EEC partners with a "fait accompli" and that the declaration should rather be seen as presenting topics for international discussion. The Foreign Ministers of the Nine, meeting in Brussels today will have the first opportunity.

Welsh plants to get £48m state aid

THE Government is to provide £48m over the next two years to attract new industries to the areas of South Wales hardest hit by steel plant closures.

Mr. Nicholas Edwards, the Welsh Secretary, told the Commons last night that most of the money will go to the Welsh Development Agency, which is preparing detailed plans for a new infrastructure programme.

He identified the prime need as the acquisition, preparation and development of industrial sites, together with a substantial programme of advance factories within the areas most affected.

Some of the money may also go to the Cwmbran Development Corporation, which is consulting local authorities about the possible development of industrial land in or around the New Town as a contribution to providing alternative jobs in the Llanwern area.

In Cardiff Mr. Ian Gray, managing director of the Welsh Development Agency, said the £48m would enable the agency to press ahead with programmes of advance factory building in the Port Talbot and Llanwern areas.

Under the BSC proposals, output at both steel plants is due to be slimmed down to half their present capacity of 5.5 tonnes, with 11,300 redundancies.

Details, Page 10

Saudi oil-belt Shi'ites riot

BY OUR FOREIGN STAFF

DR. ZBIGNEW BRZEZINSKI, National Security Adviser to President Jimmy Carter, held talks in Riyadh yesterday with Saudi Arabian leaders amid reports of further serious disturbances by the Kingdom's Shi'ite religious minority.

The outbreak of violence, according to a number of independent accounts, centred on the eastern coastal town of Qatif in the oil-producing regions.

Rioting is reported to have broken out there on Friday, the first anniversary of the return to Tehran of Ayatollah Khomeini.

According to eyewitness accounts, confirmed by Western diplomats in Riyadh, four men were shot dead by Saudi security forces and the town was sealed off as buses and cars were set on fire by the demonstrators.

All shops in the town, population 60,000 and 40 miles from the big oil terminal of Ras Tanura, were closed on Saturday and Sunday. Only a handful were open for business yesterday.

Two banks, the National Commercial Bank and Al-Rajibi Currency and Exchange Bank, were broken into and damaged, in a repetition of the Shi'ite disturbances at the end of November elsewhere in the same province.

The Saudi leadership has been intensely worried by the prospects of Iran's revolution spreading across the Gulf.

Recent broadcasts beamed by Tehran Radio to Saudi Arabia's traditionally underprivileged Shi'ite minority calling for an "Islamic Government" in the Kingdom has provoked serious concern in Riyadh.

The November riots followed the attack on the Grand Mosque in Mecca by Islamic fundamentalists. This was the most serious threat to the Saudi ruling family for a quarter of a century.

A common factor in the unrest has been the opposition by Moslem radicals to the social upheaval caused by the rapid pace of economic development, largely imported from the West.

This latest bout of rioting appears to have been sparked off by the arrest of a number of Shi'ite militants by the security forces in the wake of the November riots.

The talks between Dr. Brzezinski, Crown Prince Fahd of Saudi Arabia and Prince Saud, the Foreign Minister, centred on the Soviet Invasion of Afghanistan.

A key task would have been efforts to persuade the Saudi Government of a U.S. commitment to protect the area against any possible Soviet encroachment.

Agreement on Butadiene price

BY SUE CAMERON, CHEMICALS CORRESPONDENT

INTERNATIONAL Synthetic Rubber is to reopen one of its two styrene-butadiene rubber plants after reaching a "satisfactory" agreement with Esso Chemical on the price of raw material.

The plant, at Hythe in Hampshire, was closed three weeks ago in protest against what ISR claimed were the "extortionate" prices it was being asked to pay for its butadiene raw material by Esso Chemical, BP Chemicals and Imperial Chemical Industries.

It is understood that ISR's action has forced Esso Chemical to lower its butadiene price although yesterday neither company would give details

The UK-based ISR is Europe's biggest producer of styrene-butadiene rubber. It said negotiations where continuing with its other main raw material suppliers—ICI and BP Chemicals. It added that its plant at Grangemouth in Scotland would remain closed for the time being. The Hythe and Grangemouth plants, which between them have an annual production capacity of 250,000 tonnes, were both closed at the same time in protest against "unfair" prices.

ISR claimed that Esso Chemical, BP Chemicals and ICI were asking it to pay about £330 a tonne for butadiene—17 per cent more that at the end of last year—while although they were shipping the chemical to the U.S. and selling it there for less than £290 a tonne.

Esso Chemical is ISR's biggest supplier of raw material. The chemical company produces about 80,000 tonnes of butadiene a year at its plant in Fawley, near Southampton and supplies roughly half of ISR's total annual needs of 100,000 tonnes.

Esso Chemical said it had reached agreement with ISR on a butadiene price which it believed to be "fair".

ISR said the two companies had also agreed to try to establish long term arrangements for butadiene supplies.

Last week Esso Chemical admitted that it had been shipping butadiene from the UK to the U.S. where the chemical was being sold at the prevailing market price. The company insisted that U.S. butadiene prices were broadly in line with those of Europe.

Tougher picketing curbs urged

BY RICHARD EVANS

THE CONSULTATIVE document on legal immunities of trades unions is expected to be published on Thursday or Friday, following consideration by the Cabinet this week.

Mr. James Prior, Employment Secretary, remains determined to restrict any amendments to the Employment Bill to clarifying the House of Lords' judgment on the McShane-Express Newspapers case.

But there were signs yesterday of pressure building up both in the Government and on the Tory back benches for much tougher action to be taken on secondary picketing as well as secondary blacking.

A group of Conservative backbenchers tabled a motion protesting at the current state of industrial law, which gave rise to anarchy when any trades union was legally entitled through coercion and intimidation to threaten the economic well-being of the nation.

The motion goes on to underline the Tory Party's election commitment on reforming trades union law and called on the Government to follow overwhelming popular demand by introducing immediate legislation to restore industrial equity:

Any amendments to the Employment Bill will have to be tabled before the Bill completes its committee stage. Progress in the first few sittings has been so slow that Ministers are contemplating increasing the number of sittings each week.

The hope is that the committee stage will be completed within the next month, probably under guillotine.

Continued from Page 1

Hadfields to withhold PAYE

declared legal by the Lords suggests that feelings are still running high.

Mr. Bill Sirs, general secretary of the ISTC, is looking for an offer considerably different from the self-financing 13 or 14 per cent outlined so far before recalling his 60 negotiators.

In the Commons yesterday, Sir Keith Joseph, Industry Secretary, again adamantly rejected Opposition demands for the Government to intervene in the strike.

Mr. Sam Silkin, Labour's Industry Spokesman, blamed the Government's "inaction and complacency" for the extension of the dispute to the private sector.

And Mr. David Steel, Liberal leader, accused the Government of pursuing "the principles of anarchy rather than the principles of Toryism."

But Sir Keith said that it would not be in the interests of taxpayers, steelworkers or the country as a whole for the Government to provide more public money for the industry.

The BSC and the unions should end this "self-destructive" dispute quickly on terms which the industry could afford, he said. The industry had to become internationally competitive.

Meanwhile, the management of the only private steel company where ISTC members have refused to go on strike will be meeting senior officials of the union today in London.

Sheerness Steel on the Isle of Sheppey in Kent, asked the union for a meeting, the ISTC said yesterday. But Mr. Roy Evans, assistant general secretary, said the union would be asking the local ISTC officials to bring their men into line.

Yesterday a group of pickets drove 200 miles from Scunthorpe to picket the company and to try to persuade the 800 workers to down tools.

Elsewhere, nearly all the ISTC's 18,000 employees in the private steel sector—which has a total workforce of 65,000—joined the strike.

In the Midlands, where the private steel sector was at a virtual standstill by last night, the employers side of the Midland Iron and Steel Wages Board, representing 20 companies, decided to postpone further wage negotiations.

Metal Box, hit by a growing shortage of tinplate, yesterday offered 2,500 of its workers, a third of its labour force, the choice of taking up to a week's paid holiday or being laid off.

Union leaders at the Neath plant, South Wales, one of the five plants affected, yesterday urged Mr. Len Murray, to secure a relaxation of picketing.

The canners still have big stocks sufficient for several weeks normal output. However, shortages are feared after the steel strike ends.

The British Independent Steel Producers Association urged the Government to act quickly to stop secondary picketing.

- Welsh TUC leaders will be recommended to suspend their plans for an all-out strike from March 10 in the coal, steel and transport industries

The TUC has written to the Welsh unions urging them to moderate their stand

Volcker sees risk if banks quit Fed

By Jurek Martin in Washington

MR. PAUL VOLCKER, chairman of the U.S. Federal Reserve Board, yesterday warned that the number of banks threatening to leave the Fed system was assuming "flood proportions," and that this trend, unless reversed, could damage the Central Bank's ability to conduct effective monetary policy.

In testimony before the Senate Banking Committee, Mr. Volcker noted that a recent informal Fed survey had found that as many as 670 U.S. commercial banks representing more than 10 per cent of the system's membership and commanding more than $70bn in deposits—intended to withdraw from the federal reserve system, or were actively considering it.

Banking membership of the federal reserve system has traditionally been voluntary. Banks have been leaving the system because the reserves that they must place with the Fed do not bear interest.

Mr. Volcker argued, not for the first time, that the solution probably lay in making membership of the Fed compulsory, not voluntary.

"I understand and share the nostalgia for retaining elements of voluntarism in the operations of the federal reserve system," he said yesterday. "But we simply cannot rely on nostalgia in conducting monetary policy."

Palliative

Mr. Volcker agreed that the most frequently advanced palliative — the payment of interest on reserves deposited with the Fed—would essentially have the effect of driving up the cost of running the system, and would not guarantee that banks would remain inside the system.

He suggested, instead, that the present system should be supplemented by creation of a standby authority enabling the Fed to pay interest on special supplemental deposits.

This formula, which he presented to Congress last autumn, would, he said yesterday, "permit us to attempt to operate with a relatively small reserve base, while providing a 'safety net' should experience prove that base inadequate to obtain sufficiently precise control over the money supply.

"It would entail no added cost to the Treasury, and virtually no cost to the banking system," he said. A proposal to this effect has been advanced in Congress, but Mr. Volcker took exception to the specifics of this legislation.

Weather

UK TODAY

WIDESPREAD showers, possibly snow. Very windy. Milder in South.

London, E. Anglia, Midlands, S.E., Cent. N., Cent. S. England
Sunny intervals with showers, severe winds in places. Max. 9C (48F).

S.W. and N.W. England, Wales
Showers or prolonged rain, strong winds. Max. 10C (50F).

Lake District, I. of Man, N.E. England, S.W. Scotland, N. Ireland
Cloudy, outbreaks of rain or snow. Max. 4C (39F).

Borders, E., N. Scotland
Cloudy, with sleet or snow, some drifting. Max. 2C (36F).

Outlook: Becoming brighter, with wintry showers. Cold, with widespread frost.

WORLDWIDE

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	C	14	57	Locarno	S	9	48
Amsdm.	C	2	36	London	R	4	39
Athens	S	15	59	Luxmbg.	C	5	41
Bahrain	S	19	66	Madrid	S	12	54
Barclna.	S	18	64	Majorca	S	17	63
Belfast	Sl	3	37	Malaga	S	15	59
Belgrd.	C	8	46	Malta	F	15	59
Berlin	Sn	0	32	M'chstr	C	3	37
Biarritz	C	15	59	Melbne.	C	11	51
Bmghm.	R	3	37	Mex. C.	C	13	56
Blackpl.	C	3	37	Milan	S	10	50
Bordx.	R	13	55	Mntreal	S	−13	[illegible]
Bristol	R	6	43	Moscow	C	−6	21
Brussels	C	5	41	Munich	C	5	41
Budpst.	C	2	36	Nairobi	R	21	70
B. Aires	S	28	82	Naples	C	12	54
Cairo	S	18	64	Nwcstl.	C	3	37
Cardiff	R	6	43	N. York	S	−2	28
Cas'b'ca	C	15	59	Nice	S	14	57
Cape T.	S	33	91	Oporto	C	12	54
Chicago	C	−4	24	Oslo	S	−13	9
Cologne	C	5	41	Paris	R	9	48
Cpnhgn.	S	12	54	Perth	S	31	88
Corfu	F	13	55	Reykjvk	Sn	−3	27
Dublin	R	6	43	Rhodes	C	13	55
Dbrvnk.	C	10	50	Rio J'o	S	27	80
Edinbgh.	C	2	36	Rome	C	14	57
Faro	S	18	64	Salzbrg.	R	6	43
Florence	C	12	54	Singapr.	S	30	86
Frankft.	R	5	41	Stckhm.	S	−8	18
Funchal	F	18	64	Strasbg.	C	8	46
Geneva	R	8	46	Sydney	C	25	77
Gibrltr.	S	19	66	Tangier	F	17	63
Glasgow	C	3	37	Tehran	S	1	34
G'rnsey	R	10	50	Tel Aviv	C	15	59
Helsinki	S	−8	18	Tenerife	F	15	59
H. Kong	C	13	55	Tokyo	S	8	46
Innsbrk.	R	2	36	Toronto	S	−12	11
Invrnss.	F	1	34	Tunis	S	18	64
Istanbul	C	7	45	Valencia	S	21	70
Jersey	C	10	50	Venice	F	7	45
Jo'burg	S	21	70	Vienna	C	9	48
L. Plms.	S	19	66	Warsaw	Sn	1	34
Lisbon	S	15	59	Zurich	C	8	46

C—Cloudy. F—Fair. R—Rain. S—Sunny. Sn—Snow.

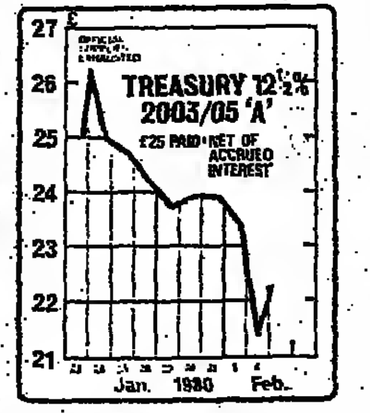
THE LEX COLUMN

A cash bid at the Decca auction

The shortage in the money markets was not so severe yesterday, but banks and discount houses were still selling short-dated gilt-edged stock and gilts were showing further substantial falls before a rally developed in the afternoon. Having overdone its rise in January, the gilt-edged market has been making a thorough job of falling, and today's banking figures—for the month to mid-January—may provide an excuse for recovery unless they are very bad indeed.

Equities have been putting a much braver face on things, and tomorrow's £170m call on the partly-paid BP shares does not seem to be casting a shadow.

Index fell 2.1 to 445.7



GEC/Decca

The future of Decca is now finely in the balance. GEC has topped Racal's all-equity offer for the company by 27 per cent with terms that are worth £82½m cash. But this is still not a knock-out bid, and if it wants Decca as keenly as seems to be the case Racal could afford one more try.

Its first attempt would have increased Racal's outstanding share capital by around 12 per cent. To match GEC's terms, it would have to increase its equity by over 14 per cent, or more if it felt the need to underwrite its shares. Racal could include some element of cash in a new takeover package, but it might start to look a little strained if it tried to finance much more than, say, a quarter of a bigger bid in this way. It had £57m of cash and quoted investments in its last balance sheet, but Decca's debt currently amounts to something like £60m, and although that could probably be reduced quite substantially by financial surgery, such an operation would take time.

Buying Decca at the present price would involve a measure of assets and short term earnings dilution. The suggestion from the Decca camp is that its net worth is not far short of GEC's terms, if allowance is made for a UK property revaluation, a surplus on the music disposal, and a successful patent action against the U.S. Government. But a bidder would probably take a much harsher line with some of the low returning assets. Its earnings will probably be negligible for a year or so, but the impression is that Decca is capable of making £16m pre-tax or more within a couple of years.

GEC is offering a much higher premium for the voting shares than Racal, which is only to be expected in a contested bid. The attitude of the Government is an open question, and all that can be said with some confidence is that Decca is not in as delicate a financial state as was EMI when the authorities decided not to refer Thorn's bid to the Monopolies Commission.

Debenhams

Debenhams is tired of being accused of being too highly geared. Much of its borrowing exists purely to finance customer credit business, and the rise in interest charges associated with this financing has always attracted more attention than the growth in trading profit that it has brought about. Some of the debt incurred has been shifted off the balance sheet by selling debtors to Lloyds Bank, which recently held £35m of the £75m credit business outstanding. But the group's income gearing has remained conspicuous, especially in the relatively lean first half of the year—in the first six months of the year just ended, finance costs reached £6.3m against trading profits of £11.6m.

The recent growth of the credit business suggested that the facility with Lloyds would soon have to be extended to a consortium of banks. Instead, Debenhams has decided to set up its finance company as a separate organisation—Welbeck Finance—in which it will hold 10 per cent but retain the rights to all available dividends. By this means the finance business can be completely deconsolidated, although it will stay part of Debenhams for tax purposes, which will be useful if debtors ever become a source of tax relief.

To a certain extent the operation is cosmetic: Debenhams's income gearing will look much lower. There will be a benefit to the balance sheet, as Debenhams is injecting only £20m of cash into Welbeck and shifting £40m of its borrowings. From now on the group's accounts will show only those borrowings associated with the framework of the business, rather than the relatively risk-free debt matching customer finance.

Welbeck's own progress will be interesting to watch, as the new company, which is being established at arm's length from Debenhams, is hoping to take on credit business for other retailers. Its initial profit projections go from £3m in the year ended to £5.8m in the year to January 1981—both figures before tax and before around £2.4m of store occupancy charges and loan interest.

Lonrho

After a couple of years in which published profits have changed little in spite of a big increase in outstanding share capital, Lonrho has announced a £9.6m drop in pre-tax profits to £84m for the 12 months to September. Most of the decline can be attributed to a £9m reduction in the depreciation clawback, an accounting practice that the company has taken the opportunity to renounce for the current year. But with market sights set firmly on an expected bumper return from the company's mining interests in 1980, the shares were barely affected dropping only 2p to 101p.

Profits in agriculture have been nearly halved to £11m reflecting the main impact of the lower depreciation credit. Difficulties in Nigeria have been responsible for most of the 57 per cent decline in profits to £8m from export confirming, finance, property and insurance, and there has also been a £5m drop in engineering and manufacturing. Against this, mining profits are £21.3m higher at £30.9m.

The sharp rises in gold, platinum and other metal prices since September will bring a further substantial contribution from mining to the current year, and could lift underlying pre-tax profits from £78m in 1979 to about £130m. Ironically, the low quality African earnings which Lonrho has been trying to exchange for profits in developed countries, will have pulled the group out of its stagnation. The historic yield is a shade below 11 per cent and the fully-taxed prospective p/e about 6½.

Registered at the Post Office. Printed by St. Clement's Press for and published by the Financial Times Ltd., Bracken House, Cannon Street, London, EC4P 4BY.